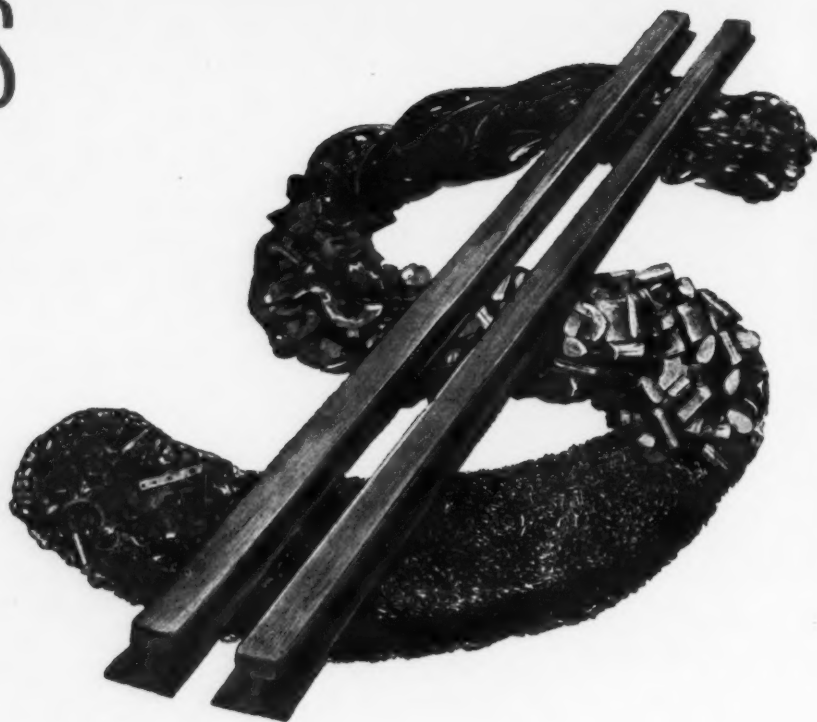




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MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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L. M. BINGHAM, Editor

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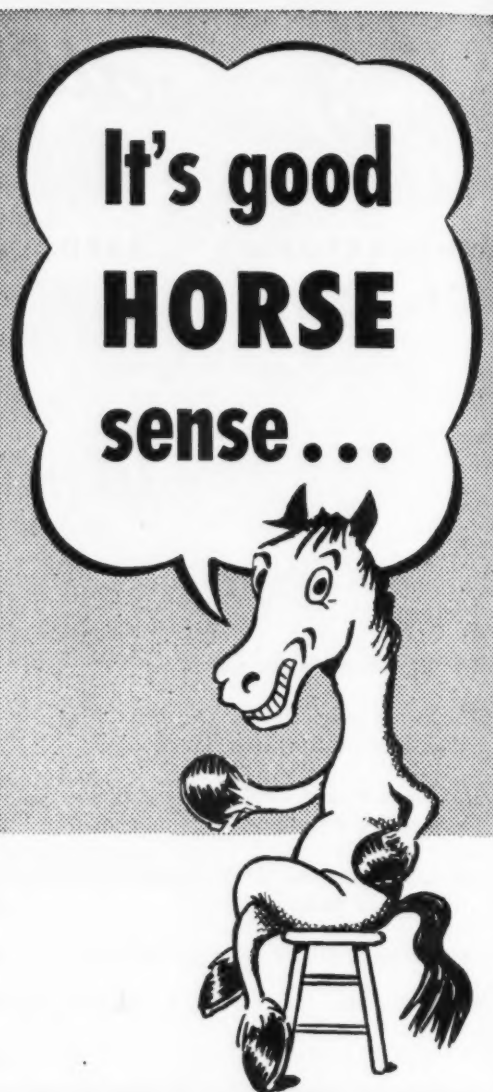
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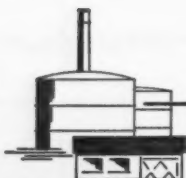
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Sticking Your Neck Out – A Law of Progress*

By D. HAYES MURPHY, President, The Wiremold Company

WRITING in a recent issue of his own magazine, *Democracy In Action*, Melvin J. Evans, a well-known Chicago management engineer, and president of Democracy In Action, Inc., a non-profit corporation devoted to improvement in human engineering, has pin-pointed some habits of geese that men everywhere in the free world should seek to emulate. Mr. Evans' reference to geese has a very special appeal for me because it takes me back to the days over 50 years ago when I hunted these wily creatures on the lakes of Wisconsin. Under the title of "Getting Your Neck Out," Mr. Evans asserts that a close study of the habits of geese reveals perfect discipline in the flock and faithfulness to each other while demonstrating a superb quality of courage, a seemingly infinite endurance, and a fine spirit of organization.

In my opinion the most pertinent of his observations are summed up in the following sentences from his article.

"When a goose gets into action, the first thing he does is get his neck out—far out. If he tried to fly with his neck extended a few inches, he wouldn't get very far. This is a lesson we humans need to learn. Day after day I talk with men of real ability, but they are earthbound. Fear, timidity, uncertainty keeps them frustrated. They can't make up their minds. A period of time to get all the facts and carefully survey a situation is essential, but there comes a time when action is the only doorway to achievement. Then a man must learn to get his neck out and take to the air. Even a turtle can't get anywhere until he gets his neck out—neither can we . . ."

Judging from the antics of our country's diplomats, as well as those representing our allies and the U. N. countries outside the iron curtain, the architects of the free world policies haven't been copying the native wisdom of geese lately. Likewise in the world of politics, there seems to be little inclination to take to the air and soar above the low hanging clouds of political mediocrity in an effort to achieve an objective big enough to inspire our citizens into the kind of team play that will stiffen the fighting spirit of the

free world against dictatorship and raise the hope of a better life among the enslaved nations. Although business management frequently flock together like geese in a storm, we, too, along with union officials and leaders of other groups, are prone to cling to a fancied earthbound security rather than chance a flight toward satisfying an ideal at the risk of humiliation or reprisals that may come through failure.

"Why should I stick my neck out?" is the common refrain heard almost as frequently among adults as the worldly wise words "so what" among teenagers. In a very real sense our growing habit of playing safe has virtually become a national disease. We see it stifling the democratic process by the refusal of capable men to run for political office or serve on important boards in their local communities thus leaving those posts to be filled by mediocre and many times dishonest men whose actions bring demands for the strong-armed methods of a czar. Instead the present situation demands the action recommended by George Washington before the battle of Trenton when he said, "Let none but Americans be put on guard tonight."

We see it eating away at the foundations of our liberties in the lackadaisical attitudes of the majority of our citizens toward working in a political campaign and even in registering with a party or contributing a dollar bill toward defraying the necessary expenses of one. And finally we see this unwillingness among men of all groups to go on record for or against a given principle or project if there is any real or fancied danger that such action may cause them embarrassment.

We who have inherited the rich blessings of freedom along with a magic carpet covered with material gifts unknown to any other people, will prove ourselves ingrates indeed if we fail to speak and act for the benefit of future generations in the same fearless manner our ancestors used to attain the progress we now possess. All of our political, religious, business and labor leaders of the past whose lives have molded the present extended their necks to advance their convictions. If we would conform to the law of progress it is imperative that we also stick our necks out to make the future worth living for ourselves and posterity and a worthy memorial for the inspiration of others yet unborn.

* This guest editorial is the twenty-fifth in a series by officers, directors and officers of member companies. Mr. Murphy, author of this editorial is past treasurer and director of the Association, a director of the Phoenix State Bank and Trust Co., St. Francis Hospital and a trustee of the Y.M.C.A. He has also been active in many civic, religious, association and philanthropic projects too numerous to mention here.



INTERIOR VIEWS of the Mystic plant of The Standard Machinery Company (above and bottom).

The Standard Machinery Company Story

THIS IS another article in a continuing series which demonstrates the rugged and progressive qualities of Connecticut industrial management.

IN 1848 the Randall Brothers—Isaac, William P. and Silas, together with William P. Smith, Nathan Chapman and Leonard W. Morse founded the Reliance Machine Company, which up to the time of the Civil War did a large business in the manufacture of cotton gin machinery and kindred supplies. Their trade being principally with the South, they became embarrassed by the large amounts owed to them by their Southern debtors at the outbreak of the war. The demand for their output having entirely ceased, they were forced to find some other line of business. At great expense their plant was equipped to build marine engines.

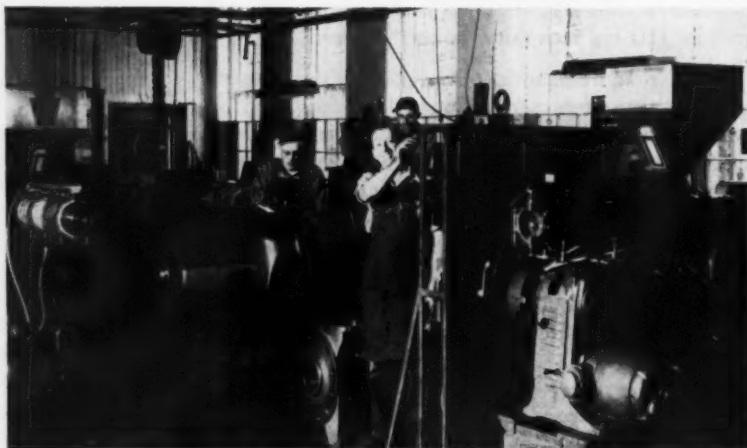
Having added a boiler shop to their plant a few years before they were prepared to undertake the complete outfitting of steamers, some of which were built at Mystic during the war. In this shop, they built boilers for the gunboat "Varuna," which so distinguished herself under Commodore Boggs at New Orleans. The Reliance Company fur-

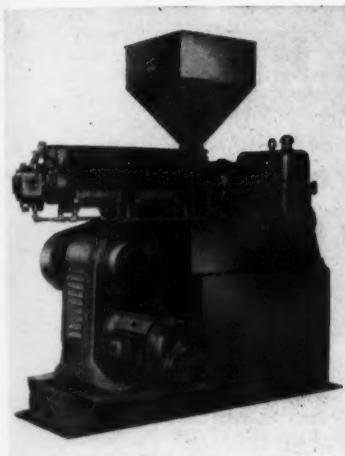
nished boilers and engine for the sloop-of-war "Ossipee," built at Kittery Navy Yard, and also fitted among others the "Fanny," the "Delaware," the "Ann Maria," and the "W. W. Coit."

Though doing a large business, the

company never recovered from the blow received at the outbreak of the war in the summer of 1864. It was forced to make an assignment for the benefit of its creditors. An incident connected with the failure caused great excitement in Mystic. Messrs. George Greenman & Co. had a steamer lying at the boiler shop wharf waiting for her engine, which was completed and stood in the erecting department of the Reliance works. It was reported that the company was to make an assignment on Monday and as the Messrs. Greenman claimed to have advanced the price of the engine they sent a gang of men to the shop on Sunday and took possession of it, removing it to a storehouse near the wharf.

A number of the creditors of the Reliance Company were so stirred with indignation at this violation of the Sab-





THERMOPLASTIC EXTRUDER, with therma-fin jacket and nylon crosshead.

bath, and incidentally with fear of losing the value of the machinery, that they appealed to the officers of the law to stop the outrage. The local deputy sheriff, after listening to both sides of the controversy, concluded as the Greenmans were Seventh-Day Baptists, they had a perfect right under the law to work on Sunday, and so he declined to interfere. Then the county sheriff, Judge Richard A. Wheeler, was approached. He hastened to the scene, but soon arrived at the same conclusion as did his deputy. So the Greenmans remained in possession of the engine.

The assignees of the company, Messrs. James Gallup, Hiram Appelman and Nathan G. Fish, brought the business to a prompt conclusion and on the 20th of December the plant was sold. The Mystic Pioneer of December 10, 1864, published notice of the sale as follows: "The sale of the Reliance Machine Company's establishment on the 20th inst. will be the largest amount of property ever sold at one auction in Eastern Connecticut. The works are now in operation and everything in good shape for a continuation of the business. The boiler shop will be sold separately on the same day." The Pequot Machine Company headed by C. B. Rogers of Norwich, took over the plant and conducted the business for about a year and a half, when it was sold to the Cotton Gin Company.

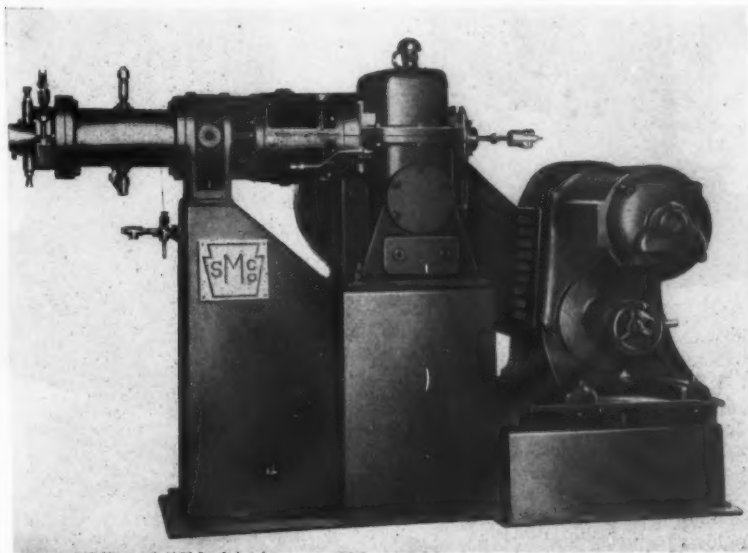
Of this sale, the Mystic Pioneer says: "The Pequot Machine Co. have sold their works with the exception of some of the heavier tools to the Cotton Gin Company, which has been in operation in this place for about a year. The Pequot Company will move such of their

machinery as was not sold to Norwich, where they will continue the business of manufacturing all kinds of machinery. The Cotton Gin Company have enlarged their capital and business and have associated with them several capitalists of New York. This company is now in a prosperous condition."

The Mystic River Hardware Company was formed April 10, 1866 "for the purpose of manufacturing agricultural implements and hardware." They succeeded to the business of the Cotton Gin Company and, in 1871, we read of their business that "it is a joint stock company of which George Greenman is President; Charles Grinnell, Treasurer; Lon Weston, Secretary, George Grinnell, Bookkeeper, and Leonard W. Morse, Jr., Superintendent. The aver-

Stillman. He replaced the old buildings with modern brick structures where the business of manufacturing bookbinders' machinery is being continued with his two sons, Norton C. Wheeler and John R. Wheeler. In recent years, the business has expanded to include the manufacturing of presses for molding shellac compositions, celluloid, bakelite, and other synthetic materials, cold moulded materials and rubber. Automatic machines have also been developed for the cutting and seaming of sheet rubber and making of celluloid buttons.

In the early 1930's the Company designed and developed a plastic molding press of original design which has been received enthusiastically by the molding trade and is still in great demand for the automatic and semi-automatic



THIS RUBBER EXTRUDER, two inch bore Davis-Standard, is a product of the Standard Machinery Company, Mystic.

age number of hands employed is one hundred."

The output was the Gullett Improved Patent Steel Brush Cotton Gin and also a large proportion of all the cotton gin materials used by Southern manufacturers. In addition they made a large line of bookbinders' machinery, the Mystic pump, otherwise known as the Glass Cylinder Pump, and the People's Improved Coffee Mill.

In 1873 the name of the Company was the Sanborn Machine Company, which was later changed to The Standard Machinery Company. In 1904 Charles E. Wheeler purchased the entire plant and business from Thomas E.

molding of all types of plastic parts. The field for these presses is still rapidly expanding.

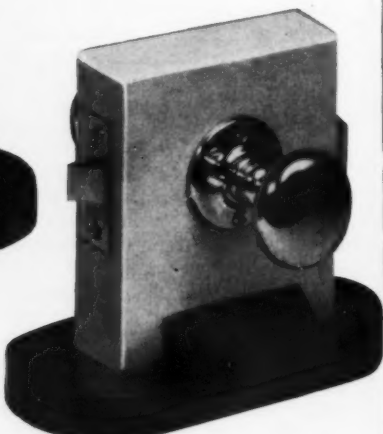
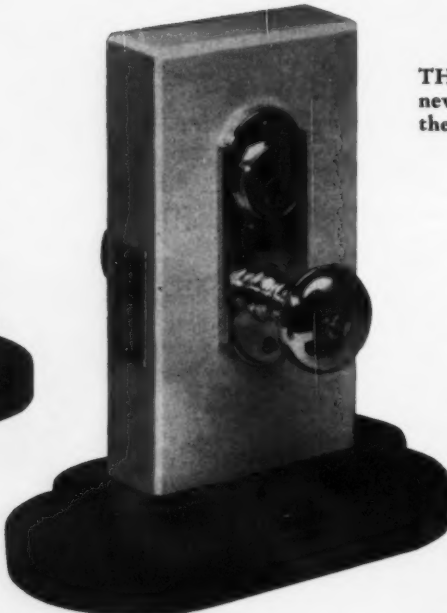
A little over two years ago the Company decided to increase and expand its operations and employed Mr. Ben Davis, formerly of John Royle & Sons and the Hartig Engine and Machine Company, as a Sales Manager of the Company. Under Mr. Davis, a new line of extruding machines and allied equipment for the wire and cable, rubber and plastic industries was developed and marketed. These machines met with great success from the start and the Company is hard pressed to keep up with the demand.



HARLOC

Connecticut's Newest Manufacturer of Builders Hardware

THIS article is one of a series about new manufacturing enterprises in the state.



"WHEN ONE door is closed, another is opened" is an old saying that is particularly prophetic and applicable to the founding and growth of Harloc Products Corporation, one of New Haven's newest industries and a newcomer to the builders hardware field.

In 1948 A. F. Haury, then Executive Vice President and Treasurer of the Wire Rope Corporation of America, retired from active business and thereby closed the door on a lifetime career in manufacturing, sales and finance. Several months later he became interested in an ingenious new type of precision tubular latch. A company was formed to manufacture the latch and the door to an entirely new and different career had opened for Mr. Haury.

Up until the time that Harloc Products Corporation was formed, Mr. Haury had only a layman's knowledge of locks, latches and other builders hardware. It was his long experience in manufacturing, rather than a specialized knowledge of the builders hardware field that led Mr. Haury to believe that the new product would find ready

acceptance in the highly competitive builders hardware market.

Starting from scratch with a single product having unique features, but unproved acceptance, the new company leased space on Fox Street in New Haven in 1948 and immediately undertook an extensive program of research, engineering and testing to perfect the product and to design the many essential components which comprise precision built lock and latch sets. Then production equipment and materials had to be secured—an extremely difficult operation in an unfamiliar market. However, in the Spring of 1949 designs moved off the drafting board and into the hands of the die makers.

At this point, Mr. Haury called in F. W. Prella, well-known advertising man, to help develop a marketing, advertising and merchandising program. A distinctive "Harloc" trademark was created. An interesting and easily recog-

nized package was designed. Trade-paper advertising was planned to introduce the line. Catalogs and other sales literature were produced on time-table schedules so that all sales promotional tools would be available before the first finished hardware came off production and assembly lines.

This objective was reached in July 1949, when first news releases went out to architects and building hardware distributors and dealers announcing the new line of Harloc locks and latches. The announcement read: "Harloc precision built builders hardware sets an entirely new standard for quality and value. It represents the most important advancement in builders hardware design and manufacture since the inven-

tion of the tubular lock set. Engineered design principles, coupled with fine workmanship usually associated with the manufacture of precision instruments, assures that every Harloc product will give the homeowner a lifetime "of ease of operation and satisfaction."



THE HARLOC SAFETY DEADLOCKING LATCH is the heart of the line.

These policies, enunciated when the business was founded, have been constantly and consistently carried out through the efforts of A. F. Haury who has taken a great liking to the builders hardware business and is progressively making the acquaintances in an industry to which he was entirely unknown three years ago.

The Harloc line of precision built hardware includes two new type tubular lock sets for interior and exterior doors. The Hampton, a quality cylinder lock furnished with wrought brass knob and the Lynwood, an equally distinctive lock with a strikingly beautiful forged solid brass entrance handle. Both of the styles have the Harloc double spring tubular latch plus fine

quality five-pin tubular forged brass cylinder lock, under a single escutcheon and with a single bolt latch. These features greatly simplify and speed up installation. The fact that the units are also very moderately priced permits the use of fine quality hardware on low-cost housing.

The Harloc line also includes two basic types of latches—double spring and single spring construction. The latch case is cold rolled high finish steel with interlocking, perfectly matched halves that assure positive alignment of knob shaft bearing. Case and all working parts are cadmium plated for lifetime protection against rust or corrosion. An important feature of the latch is the double interlocking face plate that assures perfect alignment and simplifies trim finish as all face plates for various finishes are interchangeable.

A popular number in the latest Harloc catalog is an automatic locking latch called the Barloc which features a completely reversible push-button lock set with fully automatic operation. It locks by pressing a push-button bar and unlocks automatically by turn of the inside knob or slight depression of the latch bolt. This lock is unique in that the push-button bar can be inserted in either side of the latch. Thus, it is com-



A CORNER of the stamping room where huge presses and precision dies combine to form beautiful hardware designs out of flat brass and steel strips.



HARLOC'S PRESIDENT is Arthur F. Haury, who believes in doing everything with slide rule accuracy.

pletely reversible for both right and left hand and reverse beveled doors.

Harloc features four basic knobs and trim styles; the Bedford, the Chatham, the Fenwick and the Webster. These styles include both wrought brass knobs and glass knobs designed for all interior passage doorways. They are available in brass, bronze, nickel-plated and chrome-plated.

All Harloc products are packaged in a distinctive maroon and grey package with an easy-to-read label. The package has been conceded by many to be the finest in the builders hardware industry. The label was designed only to contain essential information to help the dealer quickly identify the product on a crowded shelf.

Recently, Harloc introduced a brand new safety deadlocking latch for their tubular cylinder lock sets for exterior doors. This new feature gives added

(Continued on page 30)

EACH DAY thousands of Harloc latches are assembled and tested by women workers.





SPECIALIZED TOOL ROOMS isolate special work from the rest of the plant.

Mobilized Space — Industry's Answer To Changing Production Requirements

By DAVID MILLS, *The Mills Company*

WITH the possible single exception of the years 1941-1945 there has never been more abundant proof than there is today that "nothing is constant but change itself"—at least from the manufacturer's point of view.

Accelerated construction of manufacturing facilities—at a rate nearly

2/3 greater this year than last—is but one of many indications of the radical changes taking place in the demands upon America's productive capacity. While new plants are rising everywhere, old plants are being modernized, conversion from civilian to defense production is being pushed, factory space is undergoing rearrangement and altera-

tion in physical layout to meet changing production requirements.

In view of such accelerated change manufacturers today will find it profitable to look back over their records of changes made in production space layouts during the last ten or twelve years, embracing pre-war, lend-lease, war and post-war periods. In the vast majority of cases the records will almost certainly indicate the many advantages which can be gained by using flexible subdivision of space in manufacturing plants now in preparation for the changes that will be inevitable during the next five, ten or twenty years.

Movable walls offer an inexpensive, simple solution to the changing space problems of manufacturing plants. They may be used wherever non-load-bearing walls are specified—to create island enclosures and offices for supervisory personnel, to form tool cribs, stock rooms, experimental laboratories and test rooms, to segregate departmental operations. They meet every plant operating need including control of sound, drafts, dust and traffic. They are equally efficient—and available in suitable styles—for subdivision of office space, both general and executive.

Movable walls constructed of metal are particularly adapted to speedy

THIS ISLAND TYPE factory enclosure provides an excellent working office in the middle of the plant. It can be moved over a week-end, if necessary.



changeovers in production layout, make it possible to get new production under way in short order. They are completely prefabricated and can be erected with a minimum of labor in very little time—generally in from one-third to one-tenth the time required for construction of immovable walls. The principal manufacturers of movable metal walls provide layout, engineering and installation service with experienced, expert crews.

When relocation is necessary to meet shifts in floor plans, changes in machine placements, revisions in production channels or changes in departmental locations, movable metal walls can be moved quickly, conveniently and at very low cost without interrupting normal production routine. Generally speaking, such changes require only a few hours work and can frequently be accomplished overnight or during a week-end. In contrast, when it is necessary to relocate a masonry wall, it must be knocked down and a new wall rebuilt, a construction project that may be in process for several weeks before it is completed.

Even when it is necessary to move them while production is going on, movable metal walls can be relocated without creating commotion, debris or dust, and with minimum disturbance of traffic and other normal activities of plant operation. All panel units and accessory parts are easily dis-assembled, moved and re-erected. Entire sections of wall may be moved intact without dis-assembly of panels. Units are interchangeable, doors may be added or eliminated by merely removing or substituting single panels. There is no waste of materials when movable metal walls are relocated. Every panel unit and part can be used over and over again no matter how many times the walls are moved.

But, in addition to their unlimited flexibility, movable metal walls offer many other points of advantage. They require practically no maintenance, since their baked-on enamel finishes will not check or mar, and ordinary washing at infrequent intervals is all that is needed to keep them in excellent condition and looking fresh and bright. They are available in all colors and shades as well as in wood grain finishes if desired. Many movable metal walls have been in use for more than twenty-five years with the original finish still in good condition.

Movable walls made of steel are incombustible and if treated with insul-

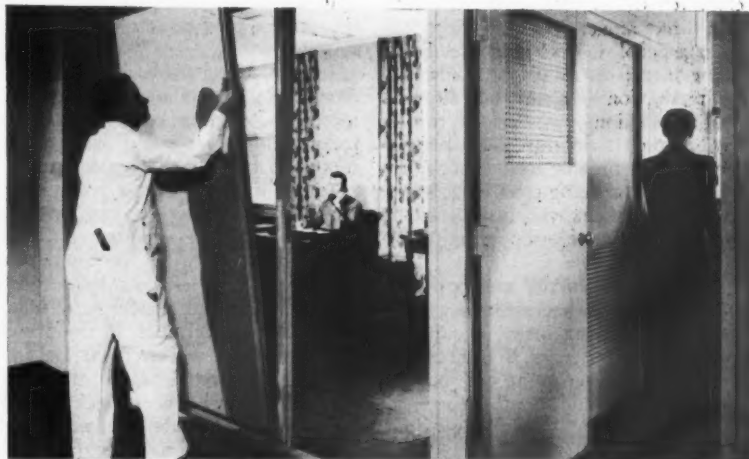
(Continued on page 48)



FLEXIBLE INTERIORS are recommended for executive offices.



SOUND-PROOFED FLUSH WALL PARTITIONS provide an easy-to-keep clean dispensary and personnel office.



ALL UNITS ARE INTERCHANGEABLE. Whole sections may be moved intact, and materials reused.

An Interpretation of the Role of *Non-Financial Incentives*

By ELLIS MAXCY, *Vice President, The Southern New England Telephone Company*

WHAT is it that encourages some people to do outstanding or satisfactory work while others are content or apparently unable to turn out better than a mediocre or unsatisfactory job performance? Obviously, the answer to this question isn't simple. It seems to me, however, that because of its importance to the personnel job, it cannot be left unanswered. Its answer has direct reference to our interpretation of the role of non-financial incentives.

The motives that prompt an individual in his work life are basically no different than those that prompt him in every other area of his living. It is true that work regularly demands physical and mental energy eight hours a day and five days a week. It is common knowledge also that when an individual has a highly favorable vocational tendency that this tendency contributes to the effectiveness of his work adjustment.

What Are Non-Financial Incentives?

Non-financial incentives are those characteristics in work relationships not of a direct monetary nature which encourage people to work most effectively. These incentives should not only aim for production efficiency but also for job satisfaction—two results which have a close relationship. Non-financial incentives commonly include such factors as good working conditions, effective placement, individual recognition, participation and the opportunity for advancement.

Financial incentives are powerful motivating factors because money is the means of satisfying many of our motives. Money generally is regarded as the medium for satisfying our "out-of-hour" interests and needs. However, few of the motives during work time

on the job itself are satisfied directly by the financial rewards of the job.

Non-financial incentives relate primarily to the work environment of the employee and to his continuing reaction while doing the job. They tie in closely with the "hour-to-hour" satisfactions on the job.

How Do They Relate to Financial Incentives?

The specific effect of a number of incentives simultaneously at work can't be isolated from each other or the environment in which they are applied. Also, in these days, we know that there are too many other influences constantly at work on individuals to expect that a single incentive effect would have a straight and uncomplicated cause-result action. Also, the seeds of incentives, like seeds that we plant in our home gardens, fall on ground that varies in its receptivity.

It is a readily recognized fact, to be held in the front of any discussion of incentives, that individuals vary widely one from another. It is evident, too, as individuals are members of work groups that the variations of the make-up of the groups produce varying reactions to a situation.

In considering the basic role of motivation and its relationship to work incentives, we must keep in mind that individuals do not live or work alone. More and more, we have come to appreciate the importance of group influences. Each of our groups is at any time the sum of all the experiences that it has had as an entity. Some of these experiences have left deep impressions—others have left scarcely any influence that is discernible. In the group with which he works, there are frequently other individuals with similar or dissimilar experiences which have to be reconciled into the teamwork pattern that is essential to modern production processes. So there is constant interplay between the needs of the indi-

vidual and those of the group and any motivation to be effective must recognize this interplay.

What is the Purpose of Non-Financial Incentives?

In considering the term "non-financial incentives" by itself, I am emphasizing the belief that people are motivated substantially by non-financial means such as recognition, participation, opportunity for advancement and good working conditions. Of course, the purpose of any incentive—financial or non-financial—and the purpose toward which a competent, interested person works is to get a job done and get it done with maximum efficiency.

But along with the goal of efficiency there is this related goal for which personnel men constantly must aim—the goal of worker satisfaction. Obviously, such a goal cannot be perfectly attained. The goals and ambitions of any group of workers can't be reconciled wholly in the job any more than they are reconciled wholly at home or on the playing field.

We must keep in mind, I think, that most individuals gainfully employed spend approximately 50% of their waking hours at or near their work. This percentage of a person's existence not only must be considered from the point of view of production but it must be considered in terms of the attitudes and points of view that it produces. These attitudes and points of view have to be reconciled every day just as we deal with the other problems of operation.

The Attitudes of Individuals and Groups

Incentives of any sort—financial or non-financial—gain momentum from individual and group motivation and with them come certain favorable or unfavorable attitudes. Because it is frequently difficult to identify separately the influence of specific incentives as

* Brief of an address delivered before the First Connecticut Personnel Conference held at Yale University, March 29, 1951.

well as specific individual and group influences, perhaps we can get at this problem attitude effect through the consideration of individual and group attitudes.

An attitude is a kind of mental satisfaction—a predisposition toward opinions. It is a habit, a mental habit, if you will. Although our mental habits vary widely, none of us is exempt from these habits or attitudes and we base a high percentage of our thinking and action upon them. This emphasizes their importance to our discussion.

Generally, we can describe the attitudes of individuals and groups as positive or negative. They either conform with the organization's general objectives or they do not. These positive or negative attitudes are acquired on the basis of past experience. In short, they have a cause. Sometimes that cause can be determined and understood with considerable clarity. When it can, an intelligent approach to changing an attitude on the part of an individual or a group can be made by more full and adequate information. We must keep in mind, too, that frequently attitudes generalize their effect over a larger area than the situation that developed them originally. In this characteristic lies one of the great difficulties in combating unsatisfactory attitudes.

For example, we have all seen instances of real or fancied injustices in a seemingly small item remembered by an individual over a long period of years to color his thinking toward other items in his work relationships.

Attitudes, then, will tend to act as a frame of reference that influences individual or group opinions on many subjects other than the subject that originally caused the attitude. An attitude, favorable or unfavorable, can lead to a series of acts that produce an outstanding, satisfactory, mediocre or unsatisfactory result on the job. Attitudes produce behavior. In this sequence—attitudes produce behavior—lies the basis for a lot of thinking about personnel relationships.

The Foundation of Incentives in the Individual Organization

Because any type of incentive tends to be viewed differently by different people, it is expected that non-financial incentives will produce varying reactions within the organization. But more dramatic is the difference that the same incentives seem to produce in different organizations. Any examination of type cases of differences in incentive results

between companies appears to lead one to the differences in the organizations themselves.

We all recognize that a business organization, like an individual, has a personality of its own. Some features of this personality are positively favorable or less favorable according to the conditions of history and economic events beyond the control of the management. Other features are the product of the decisions or the point of view of the management and these latter factors are largely within its control. The ability or inability of an organization to remain reasonably intact or even in business during a serious depression illustrates one feature of this organizational personality component. However, the progress of the same organization in good times toward the improvement of a sub-standard lighting or ventilating problem undoubtedly would be recognized by employees as a decision currently within management's control.

In this age of easy access to information on many subjects from multiple and competing sources, people have available to them much general information about jobs and about management processes. Some of this information is very inadequate and some of it is good. However, the availability of this information and its frequent use has led to a more critical scrutiny of management policies and their administration. In all of this, however, it seems to me, the fair-minded people are looking for the same thing as do all of us in judging an organization, an individual or an idea as being good, poor or not so good. They are looking for organizational integrity. Although some of the evidence by which judgments are formed appears in the known history of the company, much of it will come from the interpretation of current administrative procedures. The basis of confidence lies in multiple contacts that add up favorably.

Particularly in the area of the administration of non-financial incentives, our procedures must add up as being fair and equitable. These are the hour-by-hour satisfactions on the job.

One of the most common causes for unfavorable individual judgments about an organization is the frequency with which inconsistencies appear in the administration of these incentives. The reactions from inconsistencies always argue to us as personnel people that tested principles develop better organizational attitudes than decisions made on the basis of expediency.

The Value of Good Reactions

The objectives of non-financial incentives are to produce reactions favorable to production efficiency and to employee satisfaction. What kind of values can be expected? There are at least four.

1. Better Cooperation and Teamwork

Where good incentives exist, where they are understood and where they are administered with fairness and with consistency, certainly there is a good basis for cooperative, productive teamwork. Unexplained differences in the treatment of individuals do not rise to cause friction and disunity in the work team.

2. More Effective Supervision

The role of supervision is certain to become more effective when favorable attitudes exist. Day-by-day operations offer the opportunities for real leadership on the part of supervision. We all know that it is in the lower levels of management where the personnel job comes to life and where it gets its greatest value. It is here that it works well, poorly or not at all. It can work well only when the first lines of supervision can deal with their people with confidence in the procedures that they are administering.

3. Improved Public Relations

There is no greater thrill for any sincere person than being a member of a good team. This feeling has just as important a bearing at one level of an organization as another. A good team has common aims and its members discuss its aims with much the same language and meaning. It is all the members of this team who day-by-day interpret the organization to everyone with whom they come in contact. And this kind of public relations is good not just for the organization itself but for every person associated with it and generally people, within and without the organization, recognize this fact.

4. More Prestige for Recruiting Programs

The selection of personnel in times like these is a subject in itself. But the sound administration of non-financial incentives forms an attractive pattern of organization. It outlines the sort of organization that draws people to want to join the team.

(Continued on page 30)

Top Management's Role In Exports

J. Y. SCOTT, President, Van Norman Co., Springfield, Mass.

THERE are several types of top management's thinking about exports. Before going into this I would like to impress on you that one thing export men can do today is to take every chance they get to talk facts to their management concerning today's vital importance of exports to our country's economy. Explain what is happening in this world of ours, including examples of the depletion of the natural resources of America.

Sure we used to have most everything here. But the Mesabi Range is pitifully inadequate now compared to what it used to be. The best estimates are twenty years more and it will be wiped out. We are going to Venezuela, to Labrador and Ontario for *iron* very soon.

Oil reserves! They are marvelous to talk about. But get the facts from top oil men. The race for oil will be terrific. One development is the cracking of gasoline and petroleum in shale coal which was done very successfully by Germany during the last war. We are going to be using that kind of gasoline before we get through.

Wool—another vital item. What is the trouble? Well, we used to supply ourselves, here in America, one hundred percent of our wool. We now raise only 35 percent and have to import the rest.

And so it goes on, item after item.

Do not fool yourselves. We must go abroad and bring materials in from other countries. You can talk to the contrary but we have to become increasingly an importing nation. And, in order to get the things we need, we are going to have to pay *in goods* for our imports.

That is what top management has to be sold and continuously resold—that people in other countries are not going to exchange their materials for our paper and dollar bills—they want *products and now*, in return for what they are supplying to us. They know only too well (and to their sorrow) what



J. Y. SCOTT

happened during the last war when they supplied and fed their raw materials to us and our allies only to get back so little in physical products later on because of our post-war price mark-ups.

The facts must be faced. A lot of people throughout the world—your customers and mine—quite properly insist, this time, on *having the goods* they need from us, rather than dollar credits.

And what do we find in top level management? Why, in all too many instances, that "the domestic market is the thing" because, they say, it is over 80 percent of the total volume. They forget, or disregard, the vital importance of exports in this time of economic warfare and the contribution of export to the over-all success of their business.

Some top managements become impatient when called on to face such facts. They are bothered just as are other manufacturers of, say mechanical, lines. But we in export know what we're up against—also how well it pays off.

It is a fixed policy of our company to export a certain percentage of our production. That is laid down by top management. Sure we have problems.

We sell in many countries. We run into the *metric system*, the *Whitworth system*, yes, and the *electric voltage and cyclage variations*. We do not like it, of course, but do we turn the business down? We certainly do not! If we can get one machine in we will get a lot more.

The export end of our business reports directly to me (as president) and not to the general sales manager who is primarily interested in domestic sales. He reports to me also. But export comes right to me—I want to know what is going on in export.

There is a kind of management who claims to believe in export too. He is a great fellow. He believes export can be operated by just one clerk in a corner of the office. He wants export, he thinks, *but!* He talks about export and then if an order comes in he sits back and asks whether he has to take that order! If he did not want it, why did he start the export set-up? I'll tell you when that fellow comes out of his shell—when his domestic business falls off. Then is the time when he summons the clerk at the "export" desk and wants to know why aren't we getting business out of Abyssinia. He has not thought of Abyssinia for five years, in fact did not even know its name had been changed to Ethiopia. But all of a sudden his misguided mind concludes it is a great market—why there are 4 million Abyssinians—you ought to be selling lots of our toothbrushes to them!

You meet that type of man and he is difficult to reason with. I am afraid there are too many of them.

However, there is another type of top management that is keenly alert. If you have convictions about export, they are willing to listen and act. They are aware of the underlying problems and long range opportunities.

Currently, from top management's angle, we are confronted in the export market, especially, with terrific problems. One is, quite frankly, how much of the total production of our machine tool industry can we give under the

(Continued on page 48)

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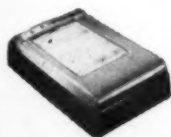
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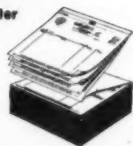
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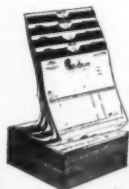
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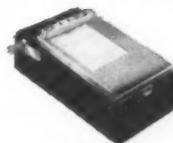
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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

FLEXIBLE TUBING CORPORATION, Guilford, makers of famous Spiratube, Flexflyte and Ayrtube and other special problem ducts for industry, has announced that its inflatable products division is now in production of sleeping pads, life vests, life rafts and products of a similar nature for the armed forces.

One of the first contracts placed with the company was for a large quantity of sleeping pads for the United States Marine Corps, similar to the type now used by Marines in Korea.

Frederic Rosenthal, a pioneer and expert in inflatable products construction, heads up production for the new division. In 1932 Mr. Rosenthal constructed the first rubber boat to be accepted by the U. S. Army Air Corps. The Navy and Air Force have since adopted the rubber boats as standard equipment.

★ ★ ★

NICHOLAS MAARSCHALK, of East Orange, New Jersey, joined the Association's staff on June 15 as traffic and export manager, replacing Erwin H. Tuthill, who became general traffic manager of the Avon Products Co., Suffern, New York, on July 1.

Mr. Maarschalk is a graduate of New York University, School of Commerce and Finance, where he received a Bachelor of Science degree in Transportation and Traffic Management. He, like



NICHOLAS MAARSCHALK

Mr. Tuthill, had spent his entire business career, prior to coming with the Association, in the traffic department of the American Smelting and Refining Company, New York, where he rose to become a rate analyst, doing research.

During World War II he served 37 months in the U. S. Navy, spending six months in the Atlantic and 18 months in the Pacific.



THIS month's cover photo by John Strang is an infra red photograph of an old farmhouse at Whigville, Connecticut, near Plainville.

Mr. Maarschalk is married and now resides in Hartford.

★ ★ ★

THE APPOINTMENT of William H. Jones, vice president and general manager, Lees Manufacturing Company, Westport, as a member of the committee on cooperation with community leaders of the NAM has been announced by William H. Ruffin, the association's president.

The committee seeks to advance community interests by encouraging industry leaders to participate more actively in the civic life of their home communities.

★ ★ ★

JOHN M. BARTON, Bristol plant manager of the New Departure division of General Motors Corporation, died recently after a brief illness.

Mr. Barton has been associated with New Departure since 1916 with the exception of eight years spent as plant engineer for the Detroit Transmission division of General Motors. He has served as plant manager in Bristol since June 20, 1950.

He is survived by his wife, a daughter and two sons.

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**The Connecticut Light and Power Company
The Connecticut Power Company
The Hartford Electric Light Company
The United Illuminating Company**

THE HIGHEST INDIVIDUAL AWARD in the history of the Pratt & Whitney Aircraft employee suggestion program has been awarded to Angelo Colo, of Windsor Locks, a machinist at the East Hartford plant.

Ninety-two other Pratt & Whitney Aircraft employees were named by William P. Gwinn, general manager, as award winners, on the monthly list which totaled \$3,804.84.

Mr. Colo, a veteran of thirteen years at the firm, received his record-breaking suggestion award for submitting an idea that saves time and increases the efficiency of a machining operation on cylinder barrels.

★ ★ ★

PEATROPHONE is the name of a new mechanical device that will answer the phone and record messages while the subscriber is out. This new device, which is being manufactured by Connecticut Telephone and Electric Corporation, Meriden, will be available eventually through local telephone companies as an additional service.

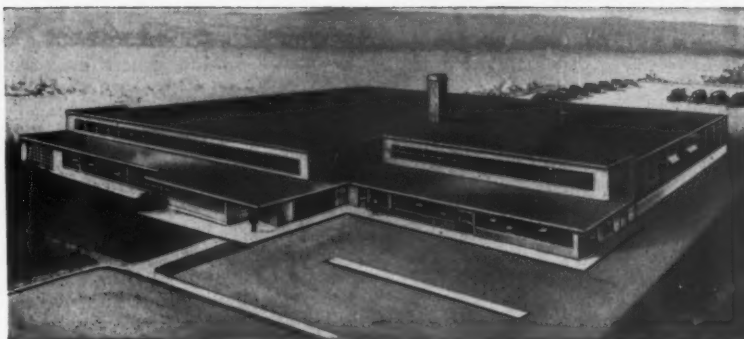
The device, referred to as the mechanical secretary, is the result of more than ten years experience and research. It is covered by eighteen patents and several more are pending. Peatrophone is said to require no intricate installation and may be operated with any type telephone system, manual or dial, magneto or common battery.

The manufacturers and developers believe that one of the greatest fields of usefulness for the Peatrophone will be in the small professional office. Recorded messages are transmitted as the connection is made, and the caller may leave a message for the subscriber.

★ ★ ★

A SIMPLE IDEA, inspired by a pocket notebook, has solved a serious material handling problem for Pratt & Whitney Aircraft, East Hartford. Instead of stacking sheet metal stock in flat piles, the sheets are now stored vertically, as "pages" in "books"—with a separate book in the "library" for each of the 355 different thicknesses and compositions of metal used at the plant.

The "library" system was conceived by Herve A. Lessard, supervisor of intra-plant material movement at Pratt & Whitney's main factory at East Hartford. The new system will result in a 90 per cent saving in the man-hours required for handling the vast quantities of sheet metal stock used by Pratt &



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Whitney in its production of turbojet and turboprop engines, according to William P. Gwinn, general manager.

★ ★ ★

DIRECTORS OF THE NEW HAVEN RAILROAD have elected Fred-eric C. Dumaine, Jr. to succeed his late father as president and chairman of the board.

The system's new president has been a director and member of the executive committee of the board since December, 1949. He was a director and member of the executive committee of Boston and Maine and Maine Central Railroads for 14 years. Presently he is a director of several corporations including Amoskeag Co., Boston Edison Co., Eastern Gas and Fuel Associates, the Pennroad Corp., Middlesex and Boston Street Railway Co., Springfield Street Railway Co., and the United Corp.

★ ★ ★

THE TRUMBULL ELECTRIC MFG. CO., Plainville, has become a regular department of General Electric Company, along with five other GE subsidiary companies.

Ralph J. Cordiner, General Electric president, said that the six manufacturing affiliates will continue to operate under present management and their products will continue to be marketed under their existing trade names.

★ ★ ★

IN A STATEMENT prepared for the House Banking Committee Herman W. Steinkraus, president of Bridgeport Brass Company, warned that price controls can only aggravate the inflation problem by stifling production and that the present wage board is encouraging wage boosts rather than controlling them.

His testimony was presented in connection with the efforts of the U. S. Chamber of Commerce to urge Congress to wipe out the government's authority to control wages and prices and adopt in their stead an indirect program to combat inflation.

Mr. Steinkraus, who is president of the Chamber's executive committee, urged that inflation be controlled by six steps: (1) Maximum production, (2) reduced government spending, (3) pay-as-we-go taxes "consistent with maintaining incentives to work and produce," (4) fiscal policies to neutralize the federal debts as a source of inflation (5) credit curbs, and (6) stimulation of personal savings.

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R. S. COOPER has been elected president of E. Horton and Son Company, Windsor Locks, chuck manufacturers. He succeeds D. B. Hunting, who was elected chairman of the board.

Mr. Cooper was one of the co-founders of the Gabb Manufacturing Company of East Hartford. He became vice president of the Horton concern in charge of the Gabb Special Products division in July, 1949, when the two companies merged.

★ ★ ★

WALLACE E. CAMPBELL, vice president for industrial and public relations, and director of purchasing at Fuller Brush Company, Hartford, has just celebrated his 35th anniversary with the firm.

He joined the company in 1916 while attending Syracuse University, and was transferred in 1921 to the home office in Hartford as assistant to President Alfred C. Fuller. Named assistant secretary in 1927, he became secretary and a member of the board of directors in 1930.

A past president of the American Brush Manufacturers Association, Mr. Campbell has also been prominent in business and civic affairs. He served two terms as representative from West Hartford in the Legislature and is a former chairman of the West Hartford Republican Town Committee.

★ ★ ★

PROMOTION OF TWO Connecticut Light and Power Company engineers, Devon Plant Superintendent E. B. Ripley, and Assistant Devon Superintendent Hollis N. Hugins, has been announced by company officers.

Mr. Ripley has been appointed mechanical engineer in the company's recently organized engineering department, and will be responsible for all engineering design and construction of steam turbine and gas turbine electric generating facilities.

Mr. Hugins has been named to succeed Mr. Ripley as Devon Plant Superintendent.

★ ★ ★

STEPS TO INCREASE the share of small businesses in federal defense contracts were proposed recently at a meeting of the Association of State Planning and Development agencies.

Association directors adopted a resolution calling on the government to set up a system for the reporting of contract awards, it was announced by Sid-



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ney A. Edwards, managing director of the Connecticut Development Commission.

It was also suggested that all procurement programs be reviewed prior to negotiation or invitation to bid, and that special procurement categories be established for small business. They asked that more clinics and exhibits be arranged on subcontracting.

★ ★ ★

IN DANBURY the influx of new industries will soon belie its long reputation as a "one industry town."

American Cyanamid Corporation of New York has confirmed a report that it has taken an option to purchase a tract of land and is considering construction of a plant there for the production of certain new products developed by the American Cyanamid laboratories.

Heli Coil Corporation of Staten Island, New York, occupies a newly constructed plant in Danbury and will produce stainless steel inserts for the aircraft industry.

Construction of a new plant for the Barden Corporation is one of the major projects now taking place in Danbury. The plant will cost more than \$5 million. The corporation, which now employs 500 people, manufactures super-precision bearings for aircraft and ordnance products for the Army, Navy and Air Force and is reportedly the largest plant in the world engaged in the production of its particular type of bearings.

★ ★ ★

THE CONNECTICUT COMPANY power station, a three unit structure on Grand Avenue, New Haven, has been sold to the American Tire and Steel Company, Inc. The new owner plans to lease the property for industrial purposes. The power station has not been used by the Connecticut Company since trolley service was discontinued in 1948.

The building provides 33,000 square feet of floor space and another 50,000 square feet for outside storage. It has convenient access to trackage of a railroad spur, about 350 feet of it, and 415 feet of dock for light draft vessels which have direct access from New Haven harbor.

★ ★ ★

CHANGES IN THE ORGANIZATION of Sidney Blumenthal & Co., Inc., have been announced by H. H. Schell, president.

Duncan Ferguson, formerly vice president in charge of manufacture, and manager of the Shelton, Connecticut plant, has become vice president—technical consultant, with headquarters in New York.

Earl Jacobsen, formerly head of the design department, has also been transferred to New York as Mr. Ferguson's assistant.

T. M. Shock has been named manager of the Shelton plant and will direct the activities of that plant and the Uncasville, Connecticut plant.

★ ★ ★

THE U. S. TIME CORPORATION, Waterbury, with \$25 to \$30 million worth of defense contracts now in effect, expects to have a working force of about 4,000 employed by December 1, this year, according to President Joakim Lehmkuhl.

The company is already at work on the first phase of the program with more than 1,150 employed on fuse production for the U. S. Navy. In addition to the Navy contract the company has large scale contracts to produce fuses and other instruments for the Army and the Air Force.

★ ★ ★

TWO APPOINTMENTS to the executive staff of the Bush Manufacturing Company, West Hartford, have been announced by Cecil Boling, vice president and general manager.

William Donovan, vice president of the Heat-X-Changer Company of New York, becomes director of engineering of both Bush and the New York firm, and James A. Mulcahey, formerly sales engineer for Cecil Boling Company, becomes sales manager of Bush.

★ ★ ★

BIGELOW - SANFORD CARPET COMPANY, Thompsonville, has announced proposed plans for consolidation with its wholly owned subsidiary, Bristol Mills, to form a new corporation.

Present preferred stockholders would receive one and one-half shares of new preferred for each share now held and holders of common would receive one and one-half shares of new common for each share now held.

★ ★ ★

THE THIRD STATE-WIDE meeting of the Hartford, New Haven and Fairfield County Chapters of the



AT THE HEAD TABLE at the Connecticut Nite banquet of the American Society of Tool Engineers, left to right, Henry D. Sharpe, Jr., president, Brown & Sharpe Mfg. Co.; J. J. Demuth, president of the Society; Roger Eliot Gay, president, Bristol Brass Corporation; Robert J. Toppin, Jacobs Mfg. Co.

American Society of Tool Engineers was held recently at Hotel Bond in Hartford.

The program started with plant visitations at Pratt & Whitney and Hamilton Standard Divisions of United Aircraft Corporation, Royal Typewriter Co. and the Hartford Machine Screw Company.

A technical session was held under the moderation of Erwin F. Grimmeisen, chief engineer of the Hartford Machine Screw Company on "Thread Rolling". Chosen speakers for the three basic methods of thread rolling were Emil Ray, Hartford Special Machinery Company, Duane Steinle, Pratt & Whitney Division, Niles-Bement-Pond Co., and J. M. Schaefer, Waterbury Farrel Foundry & Machine Co.

A. H. d'Arcambal, vice president of Pratt & Whitney Division, Niles-Bement-Pond Company, and past president, A. S. T. E., was toastmaster. The chief speaker of the evening was Roger Eliot Gay, president of The Bristol Brass Corporation, whose subject was "This Jig Can Be No Fixture."

★ ★ ★

STOCKHOLDERS of The Southern New England Telephone Company have voted to accept an amendment to the company's charter permitting an increase in the authorized capital stock of the company from \$100 million to \$250 million.

The stockholders also voted authority to the company's board of directors to issue—in the amounts needed and at the times deemed necessary—up to \$150 million in stock.

The new telephone stock was offered at par, \$25 per share, to stockholders of record at the close of business on June 27, in the ratio of one new share for each eight shares held on that date.

The proceeds of the issue will be used to help meet the cost of the continuing statewide telephone construction and expansion program.

★ ★ ★

SUGGESTION AWARDS paid by Pratt & Whitney Aircraft to 964 employees during the past twelve months totaled \$24,231, according to William P. Gwinn, general manager.

The tangible savings to the company from suggestions projected over a twelve month period amount to \$163,548. When the saving on an employee suggestion can be computed the employee is rewarded to the extent of 20% of the gross savings in the six months period following the implementation of the suggestion. When a suggestion has acceptable merit but cannot be computed in regard to actual savings the suggestion committee, consisting of top level management, decides upon a suitable award.

★ ★ ★

KAMAN AIRCRAFT CORPORATION, Windsor Locks, is now producing HTK-1 Helicopters for the U. S. Navy. It is designed for use as a trainer, general utility craft and aerial ambulance. It is a three place machine with two seats and dual controls side by side, and a third seat located behind the right-hand forward seat.

The firm is also developing the type HOK-1 Helicopter which will go into production for the U. S. Navy at an

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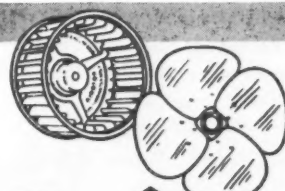
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undisclosed date. This is a four place machine of considerably higher gross weight and horsepower than the Type HTK-1.



SOME INTERESTING EMPLOYEE SERVICE STATISTICS have just been released by The Stanley Works, New Britain. They show that 911 veteran employees have contributed 29,217 years of service to the firm.

After 25 years of service an employee becomes a member of the Quarter Century Club; 15% of the employees of The Stanley Works are members. In June over 600 of these members were guests at an all-day outing given in their honor by the company.



CONNECTICUT INDUSTRIAL PLANTS will be enlarged approximately one million square feet this year through expansion already in progress or about to be undertaken. Practically all of this will be under certificates of necessity authorized by the government.

The major projects are those planned by United Aircraft Corporation, East Hartford; The Fafnir Bearing Company, New Britain; The Hartford Electrical Steel Corporation, Marlin-Rockwell Corporation of Plainville, The Torrington Company, Machlett Laboratories, Inc., Stamford, and The Stanley Works of New Britain.



BURTON C. TREMAINE, III, vice president of The Miller Company, Meriden, has announced two new appointments covering a division of duties to take over the position left open by the recent death of Peter F. Gazaniga.

Walter F. Summers, who has currently served as head of the production scheduling department, becomes superintendent of the Meriden plant; and Henry Zollinger, foreman of the company's tool department, will assume the position of master mechanic.



MAX A. GELLER, president and chairman of the board of the New Haven Clock and Watch Company, New Haven, has announced the appointment of Kenneth Wynne, Jr., of North Haven, as executive secretary to the president.

Mr. Wynne is the son of Superior Court Judge Kenneth Wynne. He served as executive secretary of the State

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Bar Association of Connecticut, and on the staff of former Governor Chester Bowles as an administrative assistant.

Mr. Wynne was graduated from Trinity College, Hartford, and attended the School of Law of the University of Connecticut. He is a veteran of three years' service in the U. S. Navy.

★ ★ ★

THE SPONGE RUBBER PRODUCTS COMPANY, INC., Shelton, has recently leased the former Signature Recordings company building on Brook Street from Joseph DeMarco, of the Shelton Hosiery Mills.

William R. Todd, secretary and treasurer of the company, revealed that the branch factory, containing 30,000 square feet of space, will be known as Plant H and is already in use.

★ ★ ★

ALFRED V. BODINE president of The Bodine Corporation, Bridgeport, and president of the Manufacturers Association of Connecticut, Inc., has been appointed vice chairman of the new Educational Advisory Committee of the National Association of Manufacturers.

The committee, composed of 32 industrialists, was formed to encourage industry-education cooperation and to seek ways to strengthen the nation's schools.

★ ★ ★

THE APPOINTMENT of Willard deCamp Crater as assistant sales manager of Marvinol vinyl resins for the Naugatuck Chemical Division, United States Rubber Company, has been announced by Harold M. Parsekian, sales manager.

In his new capacity Mr. Crater will develop new markets for vinyl resins and direct sales activities. He will make his headquarters in the division's Naugatuck plant.

He joined Naugatuck chemical in December, 1949, after wide experience in plastics research and manufacturing with Hercules Powder Company, Federal Telephone and Radio Corp., and the Glenn L. Martin Co. He holds numerous patents in plastics used in the wire and cable industry and other fields.

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America is the land of freedom. Freedom of private initiative. Freedom of opportunity. Freedom to choose our leaders. So much freedom to do things the way we want to do them.

"Who's 'we'?" asks the pessimist.

Labor . . . Management . . . Government . . . the millions of shareholders of our land, banded together by a common interest in the common welfare.

American men and women who know punitive laws or taxes against one group hurt all groups. People who know the American system depends upon profit incentive. Citizens who realize individuals and corporations alike *must* be allowed to save for the future—if we are to have a future. People

who know free enterprise is the best defense against all "isms" ever invented.

That's "we"!

Our capitalistic world isn't perfect. But at least we are permitted to know what is going on. We have the right to do something about it. Working together, we *can* plan our present and future . . . and what other people can make that statement?

There's at least one note on which optimists and pessimists can sing in harmony—America is the *only* place to live in the 20th Century A.D.



Walter E. Detwiler

President, The Gray Manufacturing Company
Hartford, Connecticut



INDUSTRIAL Relations — Law

By FREDRICK H. WATERHOUSE
Counsel

A NUMBER of recent decisions by arbitrators in Connecticut under union contracts have forcefully indicated the pitfalls besetting the employer who fails to consult or employ experienced persons when negotiating labor agreements. An employer who is inexperienced in the drafting of union contracts or who has not had the opportunity to keep posted on arbitration proceedings oftentimes finds that he is adversely affected by an unexpected claim and interpretation which could easily have been avoided if he had been aware of the potential grievance. The general difficulty seems to be that the specific clauses in the agreements are so loosely drawn that they do not properly define the rights and duties of the parties involved. Under such circumstances, it is often difficult to quarrel with arbitrators' decisions although they are adverse to the employer's understanding and contention. These unfortunate occurrences could frequently be avoided if experienced persons had been consulted when the negotiations were in process and before the specific contract clauses had been agreed upon.

The employer in a small factory, when confronted with the necessity of agreeing on a union contract, often feels there is little he can do to have the agreement drawn in the manner he would wish. He is further very seriously handicapped by a complete lack of experience and knowledge regarding his obligations and also regarding the questions which may arise in the operation of such a contract. Such an employer has been fully occupied with management and production problems and has no idea of the claims which will be made if he is not careful to properly define the rights, duties and limitations of his future operations under the contract. He has not been confronted with the many unusual and technical claims in which the element

of good faith on the part of the claimant is sometimes questionable. He does not realize that once the contract is written, it will be scrutinized by various types of his employees looking for interpretations which might better their particular positions but which were not considered to be involved in the language as written.

Many clauses have oftentimes been written as a result of long negotiation and discussions concerning a certain situation or operation and without any consciousness on the part of the employer, at least, that the resulting language which fits the situation he is considering may later be claimed to apply to other groups and circumstances to the definite disadvantage of the employer. In the intensity of negotiations, an inexperienced employer is particularly apt to lose sight of the over-all effect of a particular clause.

The need for advice and assistance in the preparation of the first contract with a union seems elementary but apparently is not understood by all employers. Recognized experts in the field of labor relations unanimously agree that the

first contract is the most important. All the advice available should be sought and negotiations should not be hurried. If the proper foundations are constructed in this original contract, it will relieve the employer of many headaches in the future. On the other hand, if he permits himself to be hurried into a contract without full consideration and without consultation with experienced labor relations experts, he will usually find himself confronted with many unexpected interpretations within a comparatively short time. He will also discover that it is extremely difficult to avoid the effects of unfavorable arbitration decisions through negotiations on renewals of the contract. It will be immeasurably more difficult to revise a poorly-drawn clause after an unfavorable interpretation than it would have been to secure the language he wished in the first instance.

One important point which such an employer should always remember is that the union negotiators with whom he is dealing are full-time paid personnel who spend all their time handling such matters and who are fully familiar with the possibilities open to them in loosely-drawn agreements, and who quite understandably are not averse to taking advantage of their superior information in this respect. To counteract this original imbalance, the employer will find himself in the long run well repaid to secure advice from experienced negotiators.

We do not necessarily recommend that outsiders be brought in to do the actual negotiating for an employer, particularly in small plants. Oftentimes the man running the factory can handle negotiations more effectively and with

(Continued on page 36)

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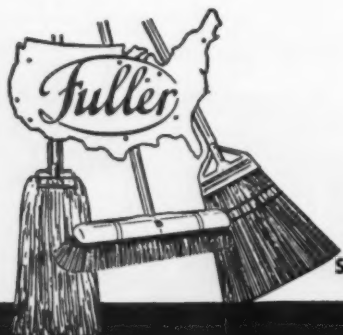
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Procedure For Supplies Control

At the end of each year, when the physical inventory balance is reconciled with the book figure, plans are discussed for the installation of a "supplies control" system that will more adequately provide closer control and accuracy over all supplies withdrawn from stock. The following is a short outline of a suggested plan:

- a. A complete card inventory of each item to be maintained in the production office.
- b. A Bin Card for each item in the supplies crib showing the following information:
 1. Code number
 2. Description
 3. Location
 4. Maximum
 5. Minimum
 6. Date of receipt or issued
 7. Quantity received
 8. Quantity issued
 9. Balance on hand

The Bin Ticket provides a permanent inventory check. The crib clerk upon each receipt or withdrawal from the bin can immediately correct obvious discrepancies between the balance shown on the crib card and the balance on hand in the stock bin. This is also a means of properly identifying each and every item in the stock crib, both by code number and description.

- c. The Maximum and Minimum quantities should be determined by the Supervisor and be reviewed at least once a month, taking into consideration the following factors:
 1. Lead Time
 2. Consumption
 3. Future requirements
 4. Unit price
- d. A triplicate requisition ticket

should be issued for the procuring of all the material from the Supplies Crib. All three copies will be presented to the stock crib at the time that material is requested. Copies No. 1 and No. 2 will be kept by the stock crib and copy No. 3 will be returned with the material to become a permanent record of the foreman. Copies No. 1 and No. 2 must be signed by the foreman before they will be recognized by the stock crib.

It is further suggested that the recognition ticket be numbered in serial fashion so that each foreman may have issued to him a definite group of numbers for which he will be held responsible. This would eliminate the possibility of an operator, or any other employee securing a pad of requisition tickets and signing the foreman's name, thereby illegally

withdrawing supplies from the Supply Crib.

- e. When the stock clerk receives the requisition, he will withdraw the material from the bin and enter immediately on the Bin Card the amount withdrawn and compute the new balance on hand. He will then place the balance on hand shown on the crib card on Copies No. 1 and No. 2 of the stock requisition and sign the requisition in the space marked "Order Filled By." In the event that the balance brought forward on the bin card is below the minimum balance shown on the upper portion of the card, the stock clerk will mark with a check on the stock requisition in the space marked "Below Minimum."

This procedure will serve as a continuous check of the stock on hand, thereby eliminating the possibility of running below minimum on an item without the necessary purchase requisitions having been issued.

- f. At the end of each working day, all requisitions (Copies No. 1 and No. 2) will be returned to the Control Office. The posting clerk in the Control Office will post from the stock requisition to the permanent Card File listing date, quantity issued, balance and also note the department to which this material has been charged. The posting clerk will copy the balance on hand as listed on the requisition with that appearing on the card. If there is a difference,



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she will so note on the stock requisition and forward to the Supply Control Supervisor.

If the stock requisition has been checked in the space marked "Below Minimum," she will also forward this to the Supply Control Supervisor.

- g. When the posting clerk has finished posting the requisition ticket to the Card, she will place her initials to the space marked "Posted By" on both copies No. 1 and No. 2.

If no discrepancies are found between the requisition and the Card, the requisition will be placed chronologically in a permanent file. In any event, Copy No. 1 will be forwarded daily to the Accounting Office.

The Control Files will contain colored indicators to show the balance in relation to the minimum quantity to be on hand and one to show the due date of any outstanding purchase orders.

The use of visible markers eliminates the necessity of a weekly check of all cards in the Control File. By using these markers, items that necessitate immediate action are called to the attention of the Control Supervisor immediately and therefore, again, eliminating the possibility of time lost in re-ordering parts below minimum. This use of markers also helps in affecting a definite supply inventory control.

- h. Purchase Requisitions for supplies parts needed will be initiated by the Supplies Control Supervisor, completed in full, showing on Purchase Requisition:

1. Quantities needed
2. Code number
3. Description
4. Used last three months
5. Inventory on hand
6. Length of time covered by requisition

Copy No. 1 of the initial stock requisition would be routed from the Production Office to the Accounting Department, who would price this ticket and extend the balance. This ticket would then be routed to the Tabulating Department, who would punch from this ticket to an I.B.M. Card. Tabulating reports would be made up daily, weekly or monthly as so desired, showing the following:

1. Withdrawals by each department (money value).
2. Total amount of withdrawals in a given period (money value).
3. Money value of supplies withdrawn chargeable to a given part and/or model.

At the end of each period, the Production Office would furnish to the Accounting Department an inventory on a printed form of all parts on hand as of the last day of the period. This inventory would show code number and quantity on hand and, if necessary, a description of the part.

It is further suggested that a group of two or three persons be set up as a permanent inventory group. This group would inventory, at their discretion, a respective number of items in the supplies crib, the tool supplies crib, Steel Shed, Cutter Stock and Tool Crib. This group would work independently of any of the Control Departments, thereby excluding any possibility of collusion between this inventory group and the personnel in any of the various Control Departments.

An Interpretation of the Role of Non-Financial Incentives

(Continued from page 13)

The Contribution of Non-Financial Incentives to the Character of the Personnel Program

Non-financial incentives, perhaps even to a higher degree than financial incentives, both in principle and in administration, contribute to the personality of the organization. They are constant and continuing influences operating on the job in the observation and the work experience of people day by day. Their greatest meaning seems to add up, not as sometimes stated, just a productivity aid, but rather as an organizational character component. If this character component is good, it must follow that production efficiency will be helped.

There is a high moral factor in all of our relationships with people at work. The pattern of this relationship necessarily will vary from organization to organization. But there is no point in the pattern more fundamental than the role of the influences that we call non-financial incentives.

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(Continued from page 9)

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BUSINESS TIPS

from

School of Business Administration

University of Connecticut

Statistical Quality Control Training At U Conn

By **RICHARD M. STORY, JR.**,
Assistant Professor of Management

IS YOUR production process continuous? If not, do your lot sizes run 100 or more? Do you have difficulty maintaining tolerances on old equipment? Are you unhappy about the high percentage of scrapped parts resulting from your production process? Are your inspection costs too high? If these conditions exist in your plant, it may be well worth your while to investigate the advantages of installing a system of statistical quality control.

Daily more and more plants are finding that the application of statistical techniques to the problem of maintaining quality is saving them money, manpower, and materials.

Application of statistics to the control of quality is made through the use of so-called "control charts." Although these charts require the application of higher mathematics and advanced knowledge of statistics in their formulation, the every-day use of these tools may be applied generally with the employment of simple arithmetic and some basic statistical techniques as applied to production processes.

Because of this and because of the growing demand for qualified personnel to operate the program, the need for training programs designed to assist in making technicians out of shop-experienced employees has been felt.

As a result, a number of in-plant and off-hour training programs have been operating throughout the state of Connecticut.

One such program is currently in session on the campus of the University of Connecticut. It is a two week institute sponsored jointly by the New England sections of the American Society for Quality Control and the School of Business Administration and operated under the direction of the Division of University Extension. The present session is the second in what is hoped to be an annual affair conducted to aid industry in assuring continuing success in their quality control programs.

The foreword of the announcements of this Institute, which were distributed primarily to individuals and firms throughout Connecticut and the other New England states, reads as follows:

"Last year New England lived up to its reputation of being a region noted for its skills and craftsmen. The six sections there, of the American Society for Quality Control, with the University of Connecticut presented a Statistical Quality Control Institute of particular caliber. This comment, following the completion of the Institute, brings out the point:

"The unique feature of this program was the diversity of lectures. The student was brought face to face with the leaders in the quality control field. The regular ten-day course is strictly a classroom affair with professional educators. Here the emphasis was on men who are actually applying quality control to obtain day-to-day results."

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Again, but with comments of their capacity registration of last year under their belts of experience, the sponsors are aiming the Institute at those who want to look at quality control from a broad rather than a narrow viewpoint. In this field there are no "pat" answers. The facts of each application change the major emphasis required for solution. The pitfalls of incorrect assumptions will be made clear. In short this basic course, in contrast to an elementary or an advanced presentation, will be a survey of the available techniques and their application so that each registrant can evaluate and choose the techniques that are promising as solutions in his plant."

Living in dormitories on the University campus, the participants are exposed from 8:30 a.m. through 9:00 p.m. (with time out for meals, of course) to aspects of the applications of statistics to the control of quality, ranging from "Introduction to Basic Principles" presented by O. H. Somers, of Western Printing and Lithographing Company, Poughkeepsie, New York to some broad philosophy on the subject

under the heading of "Reflections on Life, Love, Labor, and Quality Control" rendered by Dean Laurence J. Ackerman of the School of Business Administration.

In addition to hearing the above named speakers, the participants attend laboratory sessions, hear lectures, see movies, and enter into discussions on such subjects as "Laws of Chance," "Probability Relations," "Control Chart," "Attribute Sampling," "Significant Differences," "Correction for Lot Size Bias," "Lot Plot and Continuous Lot Plot." These sessions are conducted by men from industry, all experts in their field, and recognized in Quality Control circles. Among the faculty are Martin A. Brumbaugh, Simon Collier, C. W. Kennedy, William MacCrehan, E. R. Purcell, Ervin E. Schiesel, L. A. Seder, Dorian Shainin, W. H. Smith, and Louis C. Young.

In a somewhat lighter vein, the participants were introduced to the Institute upon their arrival by Cliff Kennedy, Quality Control Engineer for the Federal Products Corporation, speaking on

the subject "Getting Acquainted with Each Other and with Quality Control," at the evening get-together at the Nathan Hale Hotel in Willimantic. This lighter vein shows through once more midway through the Institute when Dave Daylor, Works Manager of Perkins Machine and Gear Company belabors the subject "How to Make Quality Control Work in Spite of Management."

After an all-afternoon clinic at which a panel of selected industrial experts discusses quality control problems presented by the participants, the Institute concludes with an address by Dr. J. M. Juran, Chairman, Department of Administrative Engineering, New York University in which he discusses management aspects of quality control.

It is the hope of the sponsors of this Institute that upon its conclusion it will have enabled another 60-odd men to return to their plants with the tools necessary to save their companies money, manpower, and materials through the application of statistical quality control.



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HARTFORD, CONNECTICUT

BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN May the index of general business conditions in Connecticut is estimated at 50% above normal having moved within a four point range during the past seven months. Although the current standing is only three percentage points above the level at the beginning of this year, it represents an increase of some twenty-eight points over a year ago. Manhours worked and employment in the industrial plants of this state continue to reflect steady growth. Freight shipments improved substantially in May to return to approximately the level which obtained at the beginning of the year. Construction and cotton mill activity, however, continued to fall off from their high standings of previous months. The United States index of industrial activity moved slightly higher in May as increased production of defense goods more than offset moderate decreases in output of consumers' products.

The index of manhours worked in Connecticut factories is estimated at 66% above normal in May, an increase

of three points over the preceding month. The manhour index is now thirty-nine percentage points above a year ago and within one point of the postwar high reached in September 1946. A comparison of present hours and earnings in Connecticut factories with those of a year ago shows that average hours worked per week are now 42.9 compared with 40.8 in May 1950, basic hourly earnings are \$1.51 against \$1.39 a year ago and average weekly wages are \$67.10 compared with \$57.07 at this time last year.

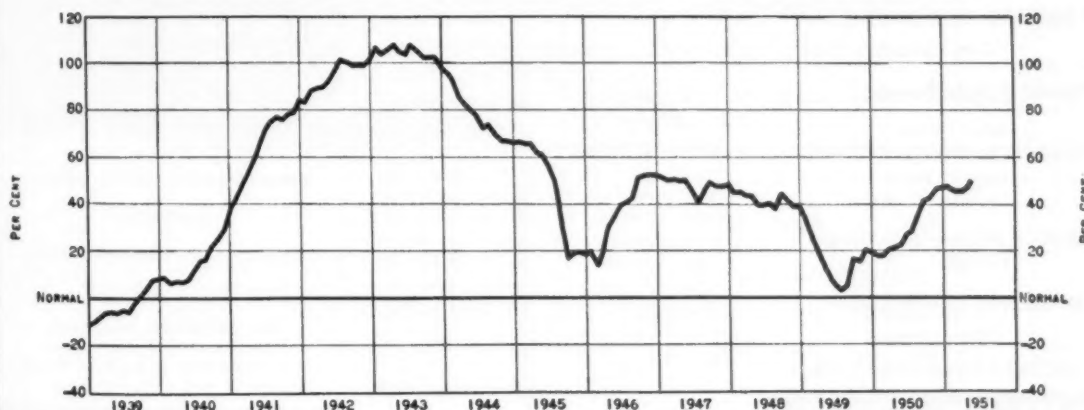
The May index of employment in Connecticut factories rose fractionally to 43% above normal. The upward trend in employment has now been underway for nearly two years. In July 1949 the index registered 11% above normal, the lowest standing since the one which occurred during the reconversion period at the end of World War II. After July 1949 there was a gradual rise to 27% above normal by the time of the outbreak in Korea. Following that occurrence there was a sharp in-

crease up to the end of the year and a gradual rise since then to arrive at the present standing some 32 percentage points above the mid-1949 level.

The index of freight shipments originating in eight Connecticut cities rose ten points in May to 23% above normal. A review of national railway operations for the year 1950, published recently by the Association of American Railroads, sets forth some of the highlights of railroad activity during last year. The report states that the railroads of the country faced several serious problems in 1950, such as the preparing of their facilities and operations to meet the national emergency and the almost continuous negotiations of demands made by organized labor. Volumes and income generally were greater in 1950 than in the preceding year. Freight traffic increased 12% whereas revenue passenger traffic declined 10%. Railroad employment in 1950 averaged 2% more than the previous year and payroll was higher by about 5%. Operating revenues increased approximately 10% while operating expenses rose 2%. The rate of return on net investment in 1950 was 4.22% against 2.86% in 1949.

The index of construction work in progress in Connecticut is estimated at 87% above normal in May. Although the construction index has fallen off somewhat from the all-time peak of 115% above normal reached in September 1950, it is nevertheless continuing at a very high level. Since the beginning of this year several major construction projects have been announced for this state. A summary of those cost-

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ing a million dollars or more each shows that two office buildings and a factory are planned in Hartford, two factories in Windsor Locks, a power plant in Middletown and one in Wallingford, and a factory building in East Hartford and one in North Haven.

The index of cotton mill activity in Connecticut is estimated at 49% above normal in May. Throughout the past ten months the cotton textile industry of Connecticut has been busy producing for both civilian and military needs. During that period the index of cotton mill activity has fluctuated between 40% and 60% above normal with an over-all average of about 50%.

Prices have tended to level off since February of this year after having risen sharply during the ten preceding months. The wholesale commodity index advanced only one percentage point in the first four months of 1950 and then started a sharp climb which carried through to February of this year raising the index to 21% above the January 1950 base. There was a further fractional rise in March of this year followed by a slight decline since then resulting in an index of +20% in June. The consumers' price index has followed a similar course but at a noticeably lower level. The consumers' index held to the January 1950 base during the early months of last year and then advanced steadily to +9% in February 1951. Since then the upward spurt seems to have lost momentum and as of April, the latest data available, the index stood at 10% above the January 1950 base.

Industrial Relations— Law

(Continued from page 27)

less friction. Nevertheless, he should be fully conversant with the laws involved and with his rights and obligations before attempting such negotiations. He should consult with experienced persons and discuss the entire contract and the proposed clauses individually before finally agreeing to their incorporation in any contract. He will find that a proper conception of the problems involved and the adoption of a firm attitude toward the negotiation of a definite and clear agreement gains for him the respect of both the union officials and his employees and, equally important gains for him the greatest amount of freedom from unnecessary friction and unanticipated claims.

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PROGRESS REPORT

Seems there's something new every day at G. F. Sweet & Co. We have a newly appointed vice president (Jack Bray) who serves our new Humphreys Medicine Co. and Burr Nursery accounts. And there are three more new accounts which will be handled by another new V. P. (Foster Perry). They are: Silver City Glass Co., Frank Smith Silver Co. and The Waterbury Tool Division of Vickers Incorporated. A new Traffic Manager has also joined our staff to see to it that all accounts get plenty of service within the agency, too. We're growing. We'd like to help you grow. If you'd like a detailed background of our agency we can give it to you by phone, letter, or in person. G. F. Sweet & Co., Inc., 3 Lewis St. in Hartford. Telephone: 5-3411.

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IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contracts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms Baker-Goodyear Co The Underwood Corporation Accounting Machines Underwood Corporation Adding Machines Underwood Corporation Advertising Specialties H C Cook Co The 32 Beaver St Waterbury Companies Inc Advertising Novelties Gilman Brothers Company The (advertising pot-holders) Aero Webbing Products Russell Mfg Co Air Compressors Airline Manufacturing Company The Spencer Turbine Co The Air Conditioning Norwalk Airconditioning Corp The (forced air heating units oil fired) Air Impellers The Torrington Manufacturing Co Aircraft Sikorsky Aircraft Division United Aircraft Corporation (helicopters) Aircraft Accessories Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carbu- retors, fuel pumps, water pumps and Protek plugs) Warren McArthur Corp (Airplane Seatings) Aircraft Instruments Gorn Electric Company Inc Aircraft—Repair & Overhaul Airport Department Pratt & Whitney Aircraft Division United Airports Div United Aircraft Corp Rentschler Field East Hartford Air Ducts Wiremold Co The (Retractable) Air Heaters—Direct Fired Peabody Engineering Corporation Aluminum Castings Eastern Malleable Iron Company The Newton-New Haven Co 688 Third Avenue Charles Parker Company The Aluminum Forgings Scovill Manufacturing Company Waterbury 91 Aluminum Ingots Lapides Metals Corp Aluminum—Sheets & Coils United Smelting & Aluminum Co Inc Ammunition Remington Arms Co Inc and Peters Cartridge Div Winchester Repeating Arms Company Division Olin Industries Inc Anodizing Conn Metal Finishing Co Anodizing—Aluminum All Brite Chemical Co (also coloring) Apparel Fabrics—Woolen & Worsted Broad Brook Company Artificial Leather Permatex Fabrics Corp The Asbestos Auburn Manufacturing Company The (gaskets, packings, wicks) Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick) Asbestos & Rubber Packing Colt's Manufacturing Company Assemblies—Small Greist Manufacturing Co The Han-Dee Spring and Manufacturing Co The (Small) J H Sessions & Son Wallace Barnes Co The Div Associated Wiremold Company The	New Haven Bridgeport Bridgeport Ansonia Waterbury Gilman Middletown Warehouse Point Hartford South Norwalk Torrington United Aircraft Bridgeport Niles-Bement-Pond West Hartford Bantam Stamford Hartford East Hartford Hartford Hartford Hartford Meriden Waterbury 91 New Haven New Haven Bridgeport New Haven Oakville Meriden New Haven New Haven Bridgeport New Haven Hamden Oakville Broad Brook Jewett City Middletown Bridgeport Bridgeport Hartford New Haven Hartford Bristol Spring Bristol Hartford	Automatic Control Instruments Bristol Co The (temperature, pressure, flow, humidity, time) Automobile Accessories Kilborn-Sauer Company (lights and other acces- sories) Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing) Automotive Bodies Metropolitan Body Company Automotive Friction Fabrics Russell Mfg Co The Automotive Parts Eis Manufacturing Co (Hydraulic and Me- chanical) Automotive & Service Station Equipment Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery) Scovill Manufacturing Company (Canned Oil Dispensers) Automotive Tools Eis Manufacturing Company Badges and Metals Waterbury Companies Inc Bags—Paper American Paper Goods Company The Bakelite Moldings Watertown Mfg Co The Balls Abbott Ball Co The (steel bearing and burnish- ing) Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) Kilian Steel Ball Corp The Banbury Mixers Farrel-Birmingham Company Inc Barrels Abbott Ball Co The (burnishing and tumbling) Hartford Steel Ball Co The (tumbling) Bathroom Accessories Autoyre Company The Charles Parker Co The Bath Tubs Dextone Company Batteries Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others) Winchester Repeating Arms Co Division of Olin Industries Inc (flashlight, radio, hear- ing aid and others) Beads and Buttons Waterbury Companies Inc (metal) Bearings Fafnir Bearing Co (ball) New Departure Div of General Motors (ball) Norma-Hoffmann Bearings Corp (ball and roller) Bellows Bridgeport Thermostat Company Inc (metallic) Bellows Assemblies Bridgeport Thermostat Company Inc Bellows Shaft Seal Assemblies Bridgeport Thermostat Company Inc Bells Revin Brothers Mfg Co Gong Bell Co The Gaynor Electric Company Inc N N Hill Brass Co The Belt Fasteners Bristol Company The Saling Manufacturing Company (patented self- aligning) Beltting Hartford Belting Co Russell Mfg Co The Thames Belting Co The	Waterbury Fairfield Bridgeport Middletown Middletown Bridgeport Waterbury 91 Middletown Waterbury Kensington Watertown Hartford Hartford Hartford Hartford Ansonia Meriden New Britain Bristol Stamford Bridgeport Bridgeport Bridgeport East Hampton East Hampton Bridgeport East Hampton Waterbury Middletown Norwich	Bends—Pipe or Tube National Pipe Bending Co The 160 River St New Haven Bent Wood Products Sorensen & Peters Inc Bicycle Coaster Brakes New Departure Div General Motors Corp Bicycle Sundries New Departure Div General Motors Corp Binders Board Colonial Board Company Biological Products Ernst Bischoff Company Inc Blacking Salts for Metals Mitchell-Bradford Chemical Co Blades Capewell Manufacturing Company Division (hack saw and band saw) Blankets—Automatic General Electric Company Bleaching, Dyeing, Printing & Finishing Glasco Finishing Co The United States Finishing Company The (textile fabrics) Blocks Howard Company (cupola fire clay) Blower Fans Colonial Blower Company Spencer Turbine Co The Blower Systems Colonial Blower Company Ripley Co Blueprints and Photostats Joseph Merritt & Co Boilers Bigelow Co The Petroleum Heat & Power Co (domestic only) Bolts and Nuts Blake & Johnson Co The (nuts machine screw- bolts, stove) Clark Brothers Bolt Co O K Tool Co Inc The (T-Slot) Bonderizing Clairglow Mfg Company Bottle Openers Scovill Mfg Co (steel, anodized aluminum) Box Board Lydall & Foulds Paper Co The National Folding Box Co Inc New Haven Pulp & Board Co Robertson Paper Box Co Gair Company Inc Robert Boxes Airline Manufacturing Company (steel cash, bond, security and small boxes) Clairglow Mfg Company (metal) Connecticut Container Corporation New Haven Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Gair Company Inc Robert (corrugated and solid fibre shipping containers) Boxes and Crates City Lumber Co of Bridgeport Inc The Boxes—Paper—Folding Atlantic Carton Corp Bridgeport Paper Box Co Carpenter-Hayes Paper Box Co Inc The Folding Cartons Incorporated (paper, folding) M S Dowd Carton Co National Folding Box Co Inc (paper folding) New Haven Pulp & Board Co The Robertson Paper Box Co Gair Company Inc Robert S Curtis & Sons Inc Warner Brothers Company The Boxes—Paper—Setup Bridgeport Paper Box Co Heminway Corporation The Strouse Adler Company The	New Haven Pawcatuck Bristol Bristol Manchester Ivoryton Bridgeport Hartford Bridgeport Norwich New Haven Plainville Hartford Plainville Middletown Hartford New Haven Stamford Waterville Middale 33 Hull St Shelton Portland Waterbury Manchester New Haven New Haven Montville Montville Warehouse Point Portland New Haven Durham Montville Bridgeport Norwich Bridgeport East Hampton Versailles Groton New Haven New Haven Montville Montville Sandy Hook Bridgeport Bridgeport Waterbury New Haven (Adv.)
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IT'S MADE IN CONNECTICUT

Braided Fiberglass Sleeving

Ansonia Mills Inc Ansonia

Brake Cables

Eis Manufacturing Co Middletown

Brake Linings

Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial) Bridgeport

Russell Mfg Co The Middletown

Brake Service Parts

Eis Manufacturing Co Middletown

Brass & Bronze

American Brass Co The (sheet, wire, rods, tubes) Waterbury

Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport

Bristol Brass Corp The (sheet, wire, rods) Bristol

Chase Brass & Copper Co Waterbury

Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden

Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston

Scovill Manufacturing Company Waterbury 91

Tinsheet Metals Co The (sheets and rolls) Waterbury

Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Brass & Bronze Ingot Metal

Plume & Atwood Mfg Co The Thomaston

Whipple and Choate Company The Bridgeport

Brass, Bronze, Aluminum Castings

Charles Parker Company The Meriden

Victoria Brass Foundry Inc Guilford

Brass Goods

American Brass Company The Waterbury

Plume & Atwood Mfg Co The (to order) Waterbury

Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford

Scovill Manufacturing Company (to order) Waterbury 91

Western Brass Mills Division of Olin Industries Inc (to order) New Haven

Brass Mill Products

American Brass Company The Waterbury

Bridgeport Brass Co The Bridgeport

Chase Brass & Copper Co Waterbury

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company Waterbury 91

Western Brass Mills Division of Olin Industries Inc New Haven

Brass Wall Plates

Gaynor Electric Company Inc Bridgeport

Brick-Building

Donnelly Brick Co The New Britain

Bricks—Fire

Howard Company New Haven

Bright Wire Goods

Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Braoching

Hartford Special Machinery Co The Hartford

Brooms—Brushes

Fuller Brush Co The Hartford

Buckles

B Schwanda & Sons Staffordville

G E Prentice Mfg Co The Keysington

Hatheway Mfg Co The (Dec Rings) Bridgeport

Hawie Mfg Co The Bridgeport

John M Russell Mfg Co Inc Naugatuck

North & Judd Manufacturing Co New Britain

Patent Button Co The Waterbury

Buffing Compounds

Roberts Rouge Co The Stratford

Buffing & Polishing Compositions

Apothecaries Hall Co Waterbury

Lea Mfg Co Waterbury

Buffing Wheels

Williamsville Buff Div The Bullard Clark Company Danielson

Burners

Plume & Atwood Mfg Co The (kerosene oil lighting) Waterbury

Burners—Automatic

Peabody Engineering Corporation Stamford

Burners—Coal and Oil

Peabody Engineering Corporation (Com-bined) Stamford

Burners—Gas

Peabody Engineering Corporation (Blast Furnace) Stamford

Burners—Gas and Oil

Peabody Engineering Corporation (Com-bined) Stamford

Burners—Refinery

Peabody Engineering Corporation (For Gas and Oil) Stamford

Burs

Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Buttons

B Schwanda & Sons Staffordville

L C White Company The Waterbury

Frank Parizek Manufacturing Co The West Willington

Patent Button Co The Waterbury

Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91

Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

Cabinets

Charles Parker Co The (medicine) Meriden

Cabinet Work

Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated

Rockbestos Products Corp New Haven

Cable—BX Armored

General Electric Company Bridgeport

Cable—Nonmetallic Sheather

General Electric Company Bridgeport

Cable—Service Entrance

General Electric Company Bridgeport

Cages

Andrew B Hendryx Co The (bird and animal) New Haven

Cams

American Cam Company Inc Hartford

Hartford Special Machinery Co The Hartford

Rowbottom Machine Company Inc Waterbury

Canvas Products

F B Skiff Inc Hartford

Capacitors

Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Card Clothing

Standard Card Clothing Co The (for textile mills) Stafford Springs

Carpenter's Tools

Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven

Carpet Cushion

Sponge Rubber Products Co Inc Shelton

Carpets and Rugs

Bigelow-Sanford Carpet Co Thompsonville

Casters

Bassick Company The (Industrial and General) Bridgeport

Casters—Industrial

George P Clark Co Windsor Locks

Castings

Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden

Connecticut Malleable Castings Co (malleable iron castings) Rocky Hill

Charles Parker Company The (grey iron, brass, bronze, aluminum) Meriden

Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck

Farrel-Birmingham Company Inc (Mechanite, Nodular Iron, Steel) Ansonia

Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London

Plainville Casting Company (gray, alloy and high tensile irons) Plainville

Revere Corporation of America (precision investment) Wallingford

John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck

Malleable Iron Fittings Co (malleable iron and steel) Branford

McLagon Foundry Co (grey iron) New Haven

Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven

Philbrick-Booth & Spencer Inc (grey iron) Hartford

Scovill Manufacturing Company (Brass & Bronze) Waterbury 91

Sessions Foundry Co The (grey iron) Bristol

Union Mfg Co (grey iron & semi steel) New Britain

Waterbury Foundry Company The (highway & sash weights) Waterbury

Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

Castings—Permanent Mould

Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden

Charles Parker Company The Meriden

Chain

John M Russell Mfg Co Inc Naugatuck

Chain—Welded Weldless Bridgeport

Bridgeport Chain & Mfg Co Bridgeport

Chain—Bead

Bead Chain Mfg Co The Bridgeport

H G H Products Co Inc Shelton

Chemical Manufacturing

Carwin Company The North Haven

Chemicals

American Cyanamid Company Waterbury

Apothecaries Hall Co Waterbury

Carwin Company The North Haven

Edcan Laboratories South Norwalk

Macalaster Bicknell Company New Haven

MacDermid Incorporated Waterbury

Naugatuck Chemical Division United States

Rubber Co Naugatuck

New England Lime Company Canaan

Pfizer & Co Inc Chas Groton

Chemicals—Agriculture

Naugatuck Chemical Division United States

Rubber Co (insecticides, fungicides, weed killers) Naugatuck

Chemicals—Aromatic

Naugatuck Chemical Division United States

Rubber Co Naugatuck

Chemicals—Rubber

Robert J King Company Inc The Norwalk

Christmas Light Clips

Foursome Manufacturing Company (various sizes and styles) Bristol

Chromium Plating

Chromium Corp of America Waterbury

Nutmeg Chrome Corporation The Shelton

Chucks Hartford

Cushman Chuck Co The Hartford

Chucks & Face Plate Jaws

Union Mfg Co New Britain

Chucks—Power Operated

Cushman Chuck Co The Hartford

Clay

Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

Cleansing Compounds

MacDermid Incorporated Waterbury

Clock Mechanisms

Lux Clock Mfg Co The Waterbury

Clocks

E Ingraham Co The Bristol

Seth Thomas Clocks Thomaston

United States Time Corporation The Waterbury

Clocks—Alarm

Lux Clock Mfg Co The Waterbury

William L Gilbert Clock Corporation The Winsted

Clocks—Automatic Cooking

Lux Clock Mfg Co The Waterbury

Clutches

Snow-Nabstedt Gear Corp The New Haven

Clutch Facings

Russell Mfg Co The Middletown

Clutch—Friction

Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic) Bridgeport

Coffee Makers

General Electric Company Bridgeport

Coils—Pipe or Tube

National Pipe Bending Co The New Haven

160 River St Hartford

Whitlock Manufacturing Co The Hartford

Coin Tokens

Waterbury Companies Inc Waterbury

Commercial Heat Treating

A F Holden Company The 52 Richard St West Haven

Commercial Truck Bodies

Metropolitan Body Company Bridgeport

Comparators

Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit) West Hartford

Compressors

Norwalk Company Inc (high pressure air and gas) South Norwalk

Concrete Products

Plasticrete Corp Hamden

Cones

Sonoco Products Co (Climax-Lowell Div) Mystic

(Paper)

Consulting Engineers

Stanley P Rockwell Co Inc The (Consulting) Hartford

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I T ' S M A D E I N C O N N E C T I C U T

Continuous Mill Gages Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Delayed Action Mechanism M H Rhodes Inc R W Cramer Company Inc The Centerbrook	Electric Cord Springs Bristol Spring Manufacturing Co Plainville
Contract Machining Malleable Iron Fittings Company Branford	Diamonds—Industrial Diamond Tool and Die Works Hartford	Electric Cords Rockbestos Products Corp (asbestos insulated) New Haven
Contract Manufacturers Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham Plume & Atwood Mfg Co The (metal parts & assemblies) Waterbury Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91 J H Sessions & Son Bristol	Dictating Machines Dictaphone Corporation Bridgeport Gray Manufacturing Company The Hartford Soundsciber Corporation The New Haven	Electric Eye Control United Cinephone Corporation Torrington
Controllers Bristol Company The Manning Maxwell & Moore Inc Bridgeport	Die Castings Newton-New Haven Co Inc New Haven	Electric Fixture Wire Rockbestos Products Corp (asbestos insulated) New Haven
Conveyor Systems Leeds Electric and Mfg Co The Hartford Production Equipment Co Meriden	Die Casting Dies ABA Tool & Die Co Manchester Parker Stamp Works Co The Hartford Weimann Bros Mfg Co The Derby	Electric Hand Irons Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted
Copper American Brass Corp The (sheet, wire, rods, tubes) Waterbury Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport Bristol Brass Corp The (sheet) Bristol Chase Brass & Copper Co The (sheet, rod, wire tube) Waterbury Thinsheet Metals Co The (sheets and rolls) Waterbury Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven	D'e Castings (Aluminum & Zinc) Corbin Cabinet Lock Div American Hardware Corp New Britain Stewart Die Casting Div Stewart Warner Corp Bridgeport	Electric Insulation Case Brothers Inc Manchester Rogers Corporation The Manchester
Copper Sheets American Brass Company The Waterbury New Haven Copper Co The Seymour	Die Castings—Zinc Charles Parker Company The Meriden	Electric Knife Sharpeners Gorn Electric Company Inc The Stamford
Copper Shingles New Haven Copper Co The Seymour	Die-Heads—Self Opening Eastern Machine Screw Corp The Truman & Barclay Sls New Haven	Electric Lighting Fixtures Plume & Atwood Mfg Co The Waterbury
Copper Water Tube American Brass Company The Waterbury Bridgeport Brass Co Bridgeport	Die Polishing Machinery Hartford Special Machinery Co The Hartford	Electric Motor Controls Arrow-Hart & Hegeman Electric Co The Hartford
Cords—Asbestos General Electric Company Bridgeport	Die Sets Pratt & Whitney Div Niles-Bement-Pond Co (Precision) West Hartford Union Mfg Co (precision, steel and semi-steel) New Britain	Electrical Outlet and Switch Boxes, and Covers General Electric Company Bridgeport
Cords—Braided General Electric Company Bridgeport	Dies Hoggson & Pettis Mfg Co The 141 Brewery St New Haven	Electric Panel Boards Federal Electric Products Co Inc Hartford
Cords—Heater General Electric Company Bridgeport	Dish Drying Machines Colt's Manufacturing Company Hartford	Electric Safety Switches Federal Electric Products Co Inc Hartford
Cords—Portable General Electric Company Bridgeport	Dish Washing Machines Colt's Manufacturing Company Hartford	Electric Shavers Schick Incorporated Stamford
Cord Sets General Electric Company Bridgeport	Die Sinks Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Electric Signs United Advertising Corp New Haven
Cork Cots Sonoco Products Co (Climax-Lowell Div) Mystic	Dies and Die Sinking Consolidated Industries West Cheshire	Electric Switches Arrow-Hart & Hegeman Electric Co The Hartford
Corrugated Box Manufacturers Connecticut Container Corporation New Haven Danbury Square Box Co The Danbury	Dish Dryers Colt's Manufacturing Company Hartford	Electric Time Controls R W Cramer Company Inc The Centerbrook
Corrugated Shipping Cases Connecticut Container Corporation New Haven Connecticut Corrugated Box Div Robert Gair Co Inc Portland D L & D Container Corp 87 Shelton Ave New Haven	Dish Washing Machines Colt's Manufacturing Company Hartford	Electric Wire Rockbestos Products Corp (asbestos insulated) New Haven
Cosmetic Containers Evelet Specialty Co The Waterbury Plume & Atwood Mfg Co The (metal) Waterbury	Disk Harrows Orkil Inc—Cutaway Harrow Division Higganum	Electric Wiring Devices Arrow-Hart & Hegeman Electric Co The Hartford
Cosmetics J B Williams Co The Glastonbury Northam Warren Corporation Stamford	Door Closers P & F Corbin Division The American Hardware Corp New Britain Sargent & Company New Haven Yale & Towne Manufacturing Company The Stamford	Electrical Circuit Breakers Federal Electric Products Co Inc Hartford
Cotton and Asbestos Wicking Bland Burner Co The Hartford	Dowel Pins Allen Manufacturing Co The Hartford Holo-Krome Screw Corp The West Hartford	Electrical Conduit Fittings & Grounding Specialties Gillette-Vibber Company The New London
Cotton Yarn Floyd Cranska Co The Moosup	Drafting Accessories Joseph Merriitt & Co Hartford	Electrical Control Apparatus Federal Electric Products Co Inc Hartford
Counting Devices Veeder-Root Inc Hartford	Drilling Machines Henry & Wright Division of Hartford-Empire Company Hartford Pratt & Whitney Div Niles-Bement-Pond Co (Deep Hole) West Hartford	Electrical Goods A C Gilbert Co New Haven
Couplings—Self-Sealing Sperry Products Inc Danbury	Drilling and Tapping Machinery Hartford Special Machinery Co The Hartford	Electrical Insulation Stevens Paper Mills Inc The Windsor
Cranes and Conveyors I-B Engineering Sales Co New Haven	Drop Forgings Atwater Mfg Co Plantsville Bridgeport Hdwe Mfg Corp The Bridgeport Capewell Mfg Company Hartford Con-olidated Industries West Cheshire Wilcox Crittenden & Co Inc Middletown	Electrical Motors U S Electrical Motors Inc Milford
Crushers Farrel-Birmingham Company Inc (Stone and Ore) Ansonia	Druggists' Rubber Sundries Seamless Rubber Company The New Haven	Electrical Outlet and Switch Boxes, and Covers General Electric Company Bridgeport
Cups—Paper American Paper Goods Company The ("Puritan") Kensington	Duplicating Machines—Automatic Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Electrical Recorders Bristol Co The Waterbury
Cut Stone Dextone Co The New Haven	Elastic Braid Ansonia Mills Inc Ansonia	Electrical Relays and Controls Allied Control Co Plantsville
Cutters Barnes Tool Company The (pipe cutters, hand) New Haven O K Tool Co Inc The (inserted tooth milling) 33 Hull St Shelton Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types) West Hartford	Elastic Webbing Ansonia Mills Inc Ansonia Russell Mfg Co The Middletown	Electrical Wiring Systems Wiremold Co The Hartford
	Electric Appliances General Electric Company Bridgeport	Electronics Crystal Research Laboratories Inc Hartford Gray Manufacturing Company The Hartford Ripley Co Middletown
	Electric Cables Rockbestos Products Corp (asbestos insulated) New Haven	Electroplating National Sherardizing & Machine Co Hartford Waterbury Plating Company Waterbury
	Electric—Commutators & Segments Cameron Elec Mfg Co The (rewinding motors) Ansonia	Electroplating—Equipment & Supplies Eenthone Inc New Haven MacDermid Incorporated Waterbury
		Electroplating Processes & Supplies United Chromium Incorporated Waterbury
		Electrotypes W T Barnum & Co Inc (all classes) New Haven New Haven Electrotypes Div Electrographic Corp New Haven
		Elevators Eastern Machinery Co The (passenger and freight) New Haven General Elevator Service Co Hartford
		Enameling Conn Metal Finishing Co Hamden Waterbury Plating Company Waterbury (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Enameling and Finishing		
Clairglow Mfg Co	Portland	
End Milling Cutters		
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	
Engines		
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	
Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	
Envelopes		
Curtis 1000 Inc	Hartford	
United States Envelope Company	Hartford Division	
Envelopes—Stock and Special		
American Paper Goods Company The	Kensington	
Extractors—Tap		
Walton Company The	West Hartford	
Eyelets		
American Brass Company The	Waterbury	
L C White Company The	Waterbury	
Platt Bros & Co The P O Box 1030	Waterbury	
Plume & Atwood Mfg Co The	Waterbury	
Scovill Manufacturing Company	Waterbury 91	
Eyelets, Ferrules and Wiring Terminals		
American Brass Company The	Waterbury	
Waterbury Companies Inc	Waterbury	
Eyelet Machine Products		
American Brass Company The	Waterbury	
Waterbury Mfg Co The (size 15 machines only)	Waterville	
Fabricated Alloys		
Rolock Inc (Heat Treating, Finishing)	Southport	
Fancy Dress Buttons and Buckles		
Waterbury Companies Inc	Waterbury	
Fans—Electric		
General Electric Company	Bridgeport	
Fasteners—Slide & Snap		
G E Prentice Mfg Co The	Kensington	
Scovill Manufacturing Company	(snap and slide fasteners)	Waterbury 91
Felt		
Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	
Drycor Felt Company (paper makers and industrial)	Staffordville	
Felt—All Purpose		
American Felt Co (Mill & Cutting Plant)	Glenville	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	
Fenders—Boat		
Sponge Rubber Products Co Inc	Shelton	
Fibre Board		
Case Brothers Inc	Manchester	
C H Norton Co The	North Westchester	
Rogers Corporation (Specialty)	Manchester	
Stevens Paper Mills Inc	Windsor	
Film Spools		
Watkins Manufacturing Co Inc	Milford	
Finger Nail Clippers		
H C Cook Co The	32 Beaver St	Ansonia
File Cards		
Standard Card Clothing Co The	Stafford Springs	
Firearms		
Colt's Manufacturing Company	Hartford	
Marlin Firearms Co The	New Haven	
O F Mosberg & Sons Inc	New Haven	
Remington Arms Company Inc	Bridgeport	
Winchester Repeating Arms Company Division	Olin Industries Inc	New Haven
Fire Hose		
Fabrics Fire Hose (municipal and industrial)	Sandy Hook	
Fireplace Goods		
American Windshield & Specialty Co The	881 Boston Post Road	Milford
John P Smith Co The (screens)	423-33 Chapel St	New Haven
Fireproof Floor Joists		
Dextone Co The	New Haven	
Fireworks		
M Backes' Sons Inc	Wallingford	
Fishing Tackle		
Bevin-Wilcox Line Co The (lines)	East Hampton	
H C Cook Co The 32 Beaver St	Ansonia	
Horton Mfg Co The (reels, rods, lines)	Bristol	
Jim Harvey Div Local Industries Inc (nets, lures)	Lakeville	
Flashlights		
Bond Electric Corporation Division of Olin Industries Inc	New Haven	
Bridgeport Metal Goods Mfg Co	Bridgeport	
Winchester Repeating Arms Company Division	Olin Industries Inc	New Haven
Flat Springs		
Bristol Spring Manufacturing Co	Plainville	
Flexible Shaft Machines		
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	
Floor & Ceiling Plates		
Beaton & Cadwell Mfg Co The	New Britain	
Gaynor Electric Co Inc	Bridgeport	
Fluorescent Lighting Equipment		
Vanderman Manufacturing Co The	Willimantic	
Wiremold Company The	Hartford	
Food Mixers—Electric		
General Electric Company	Bridgeport	
Food Mixing Machines		
Colt's Manufacturing Company	Hartford	
Forgings		
Clark Brothers Bolt Co	Milldale	
Heppenstall Co (all kinds and shapes)	Bridgeport	
Scovill Manufacturing Company (Non-ferrous)	Waterbury 91	
Foundries		
Connecticut Malleable Castings Co (malleable iron castings)	New Haven	
Farrel-Birmingham Company Inc (Iron and Steel)	Ansonia	
Charles Parker Company The (iron, brass, bronze, aluminum)	Meriden	
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville	
Sessions Foundry Co The (iron)	Bristol	
Union Mfg Co (gray iron & semi steel)	New Britain	
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown	
Foundry Riddles		
John P Smith Co The	423-33 Chapel St	New Haven
Rolock Inc (brass, galvanized steel)	Fairfield	
Fuel Oil Pump and Heater Sets		
Peabody Engineering Corporation	Stamford	
Furnaces		
Norwalk Airconditioning Corp The (warm air oil fired)	South Norwalk	
W S Rockwell Company (Industrial)	Fairfield	
Furnace Linings		
Mullite Refractories Co The	Shelton	
Fuses—Plug and Cartridge		
General Electric Company	Bridgeport	
Gage Blocks		
Fonda Gage Company (Fonda lifetime-carbide and steel)	Stamford	
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA)	West Hartford	
Galvanizing		
Malleable Iron Fittings Co	Brantford	
Wilcox Crittenden & Co Inc	Middletown	
Galvanizing & Electrical Plating		
Gillette-Vibber Co The	New London	
Gaskets		
Auburn Manufacturing Company The (from all materials)	Middletown	
Raybestos Div of Raybestos-Manhattan Inc	The Bridgeport	
Gas Range Conversion Burner		
Holyoke Heater Corp of Conn, Inc	Hartford	
Gas Scrubbers, Coolers and Absorbers		
Peabody Engineering Corporation	Stamford	
Gauges		
Bristol Co The (pressure and vacuum—recording automatic control)	Waterbury	
Fonda Gage Company (special)	Stamford	
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)	Bridgeport	
Manning Maxwell & Moore Inc	Stratford	
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement, all types)	West Hartford	
Gears and Gear Cutting		
Farrel-Birmingham Company Inc	Ansonia	
Hartford Special Machinery Co The	Hartford	
Glass Blowing		
Macalaster Bicknell Company	New Haven	
Glass Cutters		
Fletcher-Terry Co The	Forestville	
Golf Equipment		
Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol	
Greeting Cards		
A D Steinbach & Sons Inc	New Haven	
Grinding		
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	19 Staples St	Bridgeport
Farrel-Birmingham Company Inc (Roll and Cylindrical)	Ansonia	
Hartford Special Machinery Co The (gears, threads, cams and splines)	Hartford	
Grinding Machines		
Farrel-Birmingham Company Inc (Roll)	Ansonia	
Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders)	West Hartford	
Rowbottom Machine Company Inc (cam)	Waterbury	
Grommets		
American Brass Company The	Waterbury	
Plume & Atwood Mfg Co The	Waterbury	
Hand Tools		
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives)	Bridgeport	
James J Ryan Tool Works The (screwdrivers, machinists' punches, cold chisels, scratch awls and nail sets)	Southington	
Hardness Testers		
Wilson Mechanical Instrument Div American Chain & Cable Company Inc	Bridgeport	
Hardware		
Bassick Company The (Automotive)	Bridgeport	
P & F Corbin Division The American Hardware Corp (builders)	New Britain	
Sargent & Company	New Haven	
Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown	
Yale & Towne Manufacturing Company The (builders)	Stamford	
Hardware—Marine & Bus		
Rostand Mfg Co The	Milford	
Hardware—Trailer Cabinet		
Excelsior Hardware Co The	Stamford	
Hardware, Trunk & Luggage		
Corbin Cabinet Lock Div American Hardware Corp	New Britain	
J H Sessions & Son	Bristol	
Yale & Towne Manufacturing Company The	Stamford	
Hat Machinery		
Doran Bros Inc	Danbury	
Health Surgical & Orthopedic Supports		
Berger Brothers Company The (custom made for back, breast, and abdomen)	New Haven	
Heat Exchangers		
Whitlock Manufacturing Co The	Hartford	
Heat Elements		
Safeway Heat Elements Inc (woven wire resistance type)	Middletown	
Heat Treating		
A F Holden Co The 52 Richard St	West Haven	
Bennett Metal Treating Co The	1945 New Britain Ave	Elmwood
Driscoll Wire Company The	Shelton	
New Britain-Gridley Machine Division	The New Britain Machine Co	New Britain
Stanley P Rockwell Co Inc The	296 Homestead Ave	Hartford
Heat-Treating Equipment		
A F Holden Company The 52 Richard Street	West Haven (Main Plant)	
Autotype Company The	Oakville	
Rolock Inc (Baskets, Muffles, etc.)	Southport	
Stanley P Rockwell Co Inc The (commercial)	296 Homestead Ave	Hartford
Wallace Barnes Co The Div Associated Spring Corp	Bristol	
Heat Treating Salts and Compounds		
A F Holden Company The	52 Richard Street	West Haven
Mitchell-Bradford Chemical Co	Bridgeport	
Heating Apparatus		
Miller Company The (domestic oil burners and heating devices)	Meriden	
Heating and Cooling Coils		
G & O Manufacturing Co	New Haven	
Heavy Chemicals		
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	Naugatuck	
Hex-Socket Screws		
Bristol Company The	Waterbury	
Holo-Krome Screw Corp The	West Hartford	
Highway Guard Rail Hardware		
Malleable Iron Fittings Co	Brantford	
Hinges		
Homer D Bronson Company	Beacon Falls (Advt.)	

IT'S MADE IN CONNECTICUT

Hobs and Hobbings
ABA Tool & Die Co Manchester
Pratt & Whitney Div Niles-Bement-Pond Co
(Die and Thread Milling) West Hartford

Holists
J-B Engineering Sales Co New Haven

Holists and Trolleys
Union Mfg Company New Britain

Home Laundry Equipment
General Electric Company Bridgeport

Hose Supporters
Ansonia Mills Inc Ansonia

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems
Connecticut Telephone & Electric Division of
Great American Industries Inc Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous
domestic oil burner) Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co Middletown

Hydraulic Controls
Sperry Products Inc Danbury

Industrial Finishes
Atlas Powder Co Zapon Div Stamford
Chemical Coatings Corporation Rocky Hill
United Chromium Incorporated Waterbury

Industrial and Masking Tapes
Seamless Rubber Company The New Haven

Infra-Red Equipment
Leeds Electric and Mfg Co The Hartford

Insecticides
American Cyanamid Company Waterbury
Darworth Incorporated ("Coracide" DDT
Dispenser) Simsbury

Insecticide Bomb
Bridgeport Brass Company (Aer*a*sol) Bridgeport

Insulated Wire & Cable
Kerite Company The Seymour

Instruments
Bristol Company The Waterbury
J-B-T Instruments Inc (Electrical and Tem-
perature) New Haven

Ironing Machines—Electric
Pratt & Whitney Div Niles-Bement-Pond Co
(Precision Measuring) West Hartford

Insulation
Gilman Brothers Co The Gilman

Insulating Refractories
Mullite Refractories Co The Shelton

Insulating Tape
Ansonia Mills Inc Ansonia

Inter-Communications Equipment
Connecticut Telephone & Electric Division of
Great American Industries Inc Meriden

Interval Timers
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford

Ironing Machines—Electric
General Electric Company Bridgeport

Jacquard
Case Brothers Inc Manchester

Japanning
J H Sessions & Son Bristol

Jig Borer
Moore Special Tool Co (Moore) Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Jig Grinder
Moore Special Tool Co (Moore) Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Jointing
Raybestos Div of Raybestos-Manhattan Inc The
(compressed sheets) Bridgeport

Keller Machines
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Key Blanks
Corbin Cabinet Lock Div American Hardware
Corp New Britain

Labels
Sargent & Company New Haven
Yale & Towne Manufacturing Company The
Stamford

Label Moisteners
J & J Cash Inc (Woven) South Norwalk
Nautaguck Chemical Division United States
Rubber Co (for rubber articles) Nautaguck

Label Moisteners
Better Packages Inc Shelton

Laboratory Equipment
Eastern Industries Inc New Haven

Laboratory Supplies
Macalaster Bicknell Company New Haven

Laces
Wilcox Lace Corp The Middletown

Laces and Nettings
Wilcox Lace Corporation The Middletown

Lacquers & Synthetic Enamels
Atlas Powder Co Zapon Div Stamford
Chemical Coatings Corporation Rocky Hill
Dagmar Chemical Company Inc Glenbrook
United Chromium Incorporated Waterbury

Ladders
A W Flint Co 196 Chapel St New Haven

Lamps
Plume & Atwood Mfg Co The (metal oil) Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company Bridgeport

Lamp Shades
Verplex Company The Essex

Lathes—Contin-U-Matic
Bullard Company The (vertical multi-spindle-
continuous turning type) Bridgeport

Lathes—30H Man-Au-Trol
Bullard Company The (horizontal 3 spindle) Bridgeport

Lathes—Multi-Au-Matic
Bullard Company The (vertical multi-spindle-
indexing type) Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) Bridgeport

Laundry Roll Covers
Atlas Powder Co Zapon Div Stamford

Lead Plating
Christie Plating Co The Groton

Leather
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
Geo A Shepard & Sons Co The (sheepskin,
shoe upper, garment, grain and suede) Bethel

Leather Dog Furnishings
Andrew B Hendryx Co The New Haven
The Smith-Worthington Saddlery Co Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The Kensington

Leather, Mechanical
Auburn Manufacturing Company The (pack-
ings, cubs, washers, etc) Middletown

Letterheads
Lehman Brothers Inc (designers, engravers,
lithographers) New Haven

Lighting Accessories—Fluorescent
General Electric Company Norfolk

Lights—Trouble
General Electric Company Bridgeport

Lighting Equipment
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden
United Manufacturing Co New Haven

Lime
New England Lime Company Canaan

Lipstick Containers
Bridgeport Metal Goods Mfg Co Bridgeport

Lithographing
Kellogg & Bulkeley A Division of Connecticut
Printers Inc Hartford
Lehman Brothers Inc New Haven
New Haven Printing Company The New Haven

Locks—Banks
Yale & Towne Manufacturing Company The
Stamford

Locks—Builders
P & F Corbin Division The American Hard-
ware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The
Stamford

Locks—Cabinet
Corbin Cabinet Lock Div American Hardware
Corp New Britain
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The
Stamford

Locks—Special Purpose
Yale & Towne Manufacturing Company The
Stamford

Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware
Corp New Britain

Locks—Trunk
Excelsior Hardware Co The Stamford

Locks—Zipper
Excelsior Hardware Co The Stamford

Loom—Non-Metallic
Wiremold Company The Hartford

Luggage Fabric
Falls Company The Norwich

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc Bridgeport

Machetes
Collins Company The Collinsville

Machine Tools
Bullard Company The Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Machine Work
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision
parts) Hartford
Hartford Special Machinery Co The (contract
work only) Hartford
National Sherardizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford

Swan Tool & Machine Co The
Torrington Manufacturing Co The (special roll-
ing mill machinery) Torrington

Machinery
Fenn Manufacturing Company The (special) Hartford
Globe Tapping Machine Company (dial type
drilling and tapping) Bridgeport
Hallden Machine Company The (mill) Thomaston
Torrington Manufacturing Co The (mill) Torrington

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co
The Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co
The Waterbury

Machinery Dealers & Rebuilders
Botwinik Brothers New Haven
J L Lucas and Son Fairfield
State Machinery Co Inc New Haven

Machinery—Extruding
Standard Machinery Co The Mystic

Machinery—Metal-Working
Bristol Metal-Working Equipment Hartford
Waterbury Farrel Foundry & Machine Co
The Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co
The (forming and tapping) Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co
The Waterbury

Machinery—Wire Drawing
Waterbury Farrel Foundry & Machine Co
The Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc New Haven

Machines
Campbell Machine Div American Chain & Cable
Co Inc (cutting & nibbling) Bridgeport
Coulter & McKenzie Machine Co The (special,
new development engineering design
and construction) Bridgeport
Patent Button Company The Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) Bridgeport

Machines—Automatic Chucking
Bullard Company The Bridgeport
New Britain-Gridley Machine Division
The New Britain Machine Co. (multiple
spindle and double end) New Britain
Pratt & Whitney Div Niles-Bement-Pond Co
(Potter & Johnson) West Hartford
(Advt.)

IT'S MADE IN CONNECTICUT

Machines—Automatic Screw
New Britain-Gridley Machine Division
The New Britain Machine Co (single and multiple spindle) New Britain

Machines—Automatic Shaft Turning
Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport

Machines—Conveyor
Bullard Company The (Bullard-Dunn rotary conveyor indexing type) Bridgeport

Machines—Contin-U-Matic
Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The Hartford

Machines—Drill Spacing
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radical drills) Bridgeport

Machines—Drop Hammers
Fenn Manufacturing Company The Hartford

Machines—Forming
A H Nilson Mach Co The (four slide wire and ribbon stock) Bridgeport

Machines—Mult-Au-Matic
Bullard Company The Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Machines—Pipe & Bolt Threading
Capewell Mig Co The Hartford

Machines—Precision Boring
New Britain-Gridley Machine Division
The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Hartford

Machines—Slotting
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Swaging
Fenn Manufacturing Company The Hartford

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Hartford

Machines—Well Drilling
Consolidated Industries West Cheshire

Machines—Wire Drawing
Fenn Manufacturing Company The Hartford

Mail Boxes
Airline Manufacturing Company The Warehouse Point

Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain

Mailing Machines
Pitney-Bowes Inc Stamford

Manicure Instruments
W E Bassett Company The Derby

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Wilcox Crittenden & Co Inc Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Matrices
W T Barnum & Co Inc New Haven

Mattresses
Waterbury Mattress Co Waterbury

Mechanics Hand Tool
Bridgeport Howe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

Metal Boxes and Displays
Durham Manufacturing Company The Durham

Metal Cleaners
Apothecaries Hall Co
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
National Sherardizing & Machine Co Hartford

Metal Formings
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Stampings
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Bridgeport Chain & Mig Co Bridgeport
Dooval Tool & Mig Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 303 Blake St New Haven

Metal Stampings
H C Cook Co The 32 Beaver St Ansonia
Master Engineering Company West Cheshire
J A Otterbein Company The (metal fabrications) Middletown

Metal Stampings
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Waterbury

Metal Stampings
Saling Manufacturing Company Unionville
Stanley Works The New Britain
Swan Tool & Machine Co The Hartford
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microscope—Measuring
Lundeborg Engineering Company Hartford

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Millboard
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

Millwork
Hartford Builders Finish Co Hartford

Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co (Keller Tracer—Controlled Milling Machine) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven

Motor Switches
Gaynor Electric Company Inc Bridgeport

Moulded Plastic Products
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) New Haven
114 Brewery St New Haven
Lundeborg Engineering Company (plastics) Hartford

Moulds
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Nickel Anodes
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

Nickel Silver
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour

Nickel Silver
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
New Haven Printing Company The New Haven

Oil Burners
Malleable Iron Fittings Co (domestic) Branford
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and /or Steam Atomizer) Stamford

Oil Burners
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford
Silent Glow Oil Burner Corp The Stamford
1477 Park St Hartford
W S Rockwell Company (Industrial) Fairfield

Oil Burner Wicks
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Oil Tanks
Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground) South Norwalk

Optical Cores & Ingots
Whitlock Manufacturing Co The Hartford
Plume & Atwood Mfg Co The Thomaston

Optical Cores & Ingots
General Electric Company Bridgeport

Ovens
W S Rockwell Company (Industrial) Fairfield

Package Sealers
Better Packages Inc Shelton

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

Padlocks
Corbin Cabinet Lock Div American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Paints and Enamels
Waterbury Lock & Specialty Co The Milford

Paints and Enamels
Staminate Corp The New Haven

Panta
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Gair Company Inc Robert Montville
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co Montville

Paper Boxes
Atlantic Carton Corp (folding) Norwich
Gair Co Inc Robert (folding) Montville
National Folding Box Co Inc (folding) New Haven

Paper Boxes
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co (folding) Montville (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford
Warner Brothers Company The Bridgeport

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell Div) Mystic

Parkerizing
Clairglow Mfg Company Portland

Parking Meters
Rhodes Inc M H Hartford

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Pharmaceutical Specialties
Ernst Bischoff Company Inc Ivoryton

Phosphor Bronze
American Brass Company The Waterbury
Miller Company The (sheets, strips, rolls) Meriden

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photographic Equipment
Kalart Company Inc Plainville

Photo Reproduction
New Haven Printing Company The New Haven

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pile Fabrics
Sidney Blumenthal & Co Inc (For furniture, automobiles, railroads, women's wear, toys) Shelton

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury

Pipe
Bridgeport Brass Co (brass and copper) Bridgeport

Pipe
Chas Brass & Copper Co (red brass and copper) Waterbury

Pipe
Crane Company (fabricated) Bridgeport

Pipe
Howard Co (cement well and chimney) New Haven

Pipe Fitters' Hand Tools & Machines
Capewell Mfg Co The Hartford

Pipe Fittings
Corley Co Inc The (300# AAR) Plainville

Pipe Fittings
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (counter-sunk) West Hartford

Pipe Plugs—Socketed
Holo-Krome Screw Corp The West Hartford

Plastics
Nautaguck Chemical Division United States Rubber Co Nautaguck

Plastics
Sponge Rubber Products Co Inc (expanded cellular) Shelton

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington

Plastic Buttons
Patent Button Co The Waterbury

Plastic Gems
Colt's Manufacturing Company Hartford

Plastics Machinery
Farrel-Birmingham Company Inc Ansonia

Plastic—Moulders
Colt's Manufacturing Company Hartford

Plastic—Moulders
Conn Plastics Waterbury

Plastic—Moulders
General Electric Company Meriden

Plastic—Moulders
Geo S Scott Mfg Co The Wallingford

Plastic—Moulders
Waterbury Companies Inc Waterbury

Plastic—Moulders
Watertown Mfg Co The Watertown

Plastics—Moulds & Dies
Parker Stamp Works Inc The (for plastics) Hamden

Plasticrete Bloc
Plasticrete Corp Bridgeport

Plates—Switch
General Electric Company Bridgeport

Platers
Christie Plating Co Groton

Platers
Patent Button Co The Waterbury

Platers
Waterbury Plating Company Waterbury

Platers
Chromium Process Company The (Chromium Plating only) Derby

Platers' Equipment
Apothecaries Hall Company Waterbury

Platers' Equipment
MacDermid Incorporated Waterbury

Platers Metal
Plume & Atwood Mfg Co The Thomaston

Plating
Christie Plating Co The (including lead plating) Groton

Plating
Conn Metal Finishnig Co Hamden

Plating Processes and Supplies
United Chromium Incorporated Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport

Plumbers' Brass Goods
Keeney Mfg Co The (special bends) Newington

Plumbing Specialties
Scovill Manufacturing Company Waterbury 48

Pole Line Hardware
John M Russell Mfg Co Inc Naugatuck

Pole Line Hardware
Malleable Iron Fittings Co Branford

Police Equipment
The Smith-Worthington Saddlery Co Hartford

Polishing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Poly Chokes
Poly Choke Company The (a shotgun choking device) Tauntonville

Postage Meters
Pitney-Bowes Inc Stamford

Power Presses
Fenn Manufacturing Company The Hartford

Powered Metal Products
American Sintered Alloys Inc Bethel

Powered Metal Products
Waterbury Companies Inc Waterbury

Prefabricated Buildings
City Lumber of Bridgeport Inc The Bridgeport

Premium Specialties
Waterbury Companies Inc Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol") Simsbury

Press Buttons
Gaynor Electric Company Inc Bridgeport

Press Papers
Case Brothers Inc Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic) Ansonia

Presses
Henry & Wright Division of Hartford-Empire Company (automatic mechanical) Hartford

Presses—Molding
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic) Mystic

Presses—Power
Waterbury Farrel Foundry & Machine Co The Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

Pressure Vessels
Whitlock Manufacturing Co The Hartford

Printing
Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford

Printing
Finlay Brothers Hartford

Printing
Heminway Corporation The Waterbury

Printing
Hunter Press Hartford

Printing
Lehman Brothers Inc New Haven

Printing
New Haven Printing Company The New Haven

Printing
Taylor & Greenough Co The New Haven

Printing
T B Simonds Inc Hartford

Printing
A D Steinbach & Sons New Haven

Printing
The Walker-Rackliff Company New Haven

Printing Machinery
Banthin Engineering Co (automatic) Bridgeport

Printing Machinery
Thomas W Hall Company Stamford

Printing Rollers
Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
United Cinephone Corporation Torrington

Production Control Equipment
Wassell Organization (Produc-Trol) Westport

Production Welding
Consolidated Industries West Cheshire

Profilers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Propellers—Aircraft
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

Pumps
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps—Small Industrial
Eastern Industries Inc New Haven

Pump Valves
Colt's Manufacturing Company Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners—Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) Waterbury

Pyrometers
Crystal Research Laboratories Inc Hartford

Quartz Crystals
Radiation-Finned Copper West Hartford

Radiation-Finned Copper
Bush Manufacturing Co West Hartford

Radiation-Finned Copper
G & O Manufacturing Company The New Haven

Radiation-Finned Copper
Vulcan Radiator Co The (steel and copper) Hartford

Radiators—Engine Cooling
G & O Manufacturing Co New Haven

Radio and Television Components
General Electric Company Bridgeport

Radio Receivers
General Electric Company Bridgeport

Rayon Specialties
Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
Hartford Rayon Corporation The Rocky Hill

Reamers
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

Reamers
Pratt & Whitney Div Niles-Bement-Pond Co (All types) West Hartford

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Reduction Gears
Farrel-Birmingham Company Inc Ansonia

Reduction Gears
Snow-Nabstedt Gear Corp The New Haven

Refractories
Howard Company New Haven

Regulators
Norwalk Valve Company (for gas and air) South Norwalk

Regulators
Sorensen & Company Inc Stamford

Resistance Wire
C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

Respirators
American Optical Company Safety Division Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) Hartford

Riveting Machines
Grant Mfg & Machine Co The Bridgeport

Riveting Machines
H P Townsend Manufacturing Co The Elmwood

Rivets
L-R Mfg Div of The Ripley Co Torrington

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville

Rivets
Clark Brothers Bolt Co Milldale

Rivets
Connecticut Manufacturing Company The Waterbury

Rivets
Plume & Atwood Mfg Co The Waterbury

Rivets
J H Sessions & Sons Bristol

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (Advt.)

IT'S MADE IN CONNECTICUT

Roasters—Electric
General Electric Company Bridgeport

Rods
American Brass Company The (copper, brass, bronze) Waterbury
Bristol Brass Corp The (brass and bronze) Bristol
Scovill Manufacturing Company (brass and bronze) Waterbury 91

Roller Skates
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Rolling Mills and Equipment
Farrel-Birmingham Company Inc Ansonia
Waterbury Farrel Foundry & Machine Co The Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia

Rope Wire
American Steel & Wire Company New Haven

Rubber Chemicals
Nauvattuck Chemical Division United States Rubber Co Nauvattuck
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

Rubber—Cellular
Sponge Rubber Products Co Inc Shelton

Rubberized Fabrics
Duro-Gloss Rubber Co The New Haven

Rubber Footwear
Goodyear Rubber Co The Middletown
United States Rubber Company (Keds, Keddets, Gaytees, U S Royal Footwear) Nauvattuck

Rubber Gloves
Seamless Rubber Company The New Haven

Rubber Heels
Danbury Rubber Co Inc The Danbury
Nauvattuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Nauvattuck

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber Products, Mechanical
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport

Rubber—Reclaimed
Nauvattuck Chemical Division United States Rubber Co Nauvattuck

Rubber Soles
Danbury Rubber Co Inc The Danbury

Rubber Tile
Danbury Rubber Co Inc The Danbury

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Division Putnam

Safety Goggles
American Optical Company Safety Division Putnam

Sandwich Grills—Electric
General Electric Company Bridgeport

Saw Blades
Capewell Mfg Co The (Hack Saw, Band Saw) Hartford

Saw Blades—Hack
Capewell Mfg Co The Hartford

Saws—Metal & Wood Cutting Band
Capewell Mfg Co The Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven

Scales—Industrial Dial
Kron Company The Bridgeport

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Accessories
Barnaby Manufacturing and Tool Company Bridgeport

Screw Machine Products
Apex Tool Co Inc The Bridgeport
Blake & Johnson Co The Waterville
Bristol Screw Corporation Plainville
Centerless Grinding Co Inc The (Heat treated and ground type only) Bridgeport
19 Staples Street Connecticut Manufacturing Company The Waterbury
Consolidated Industries West Cheshire
Eastern Machine Screw Corp The New Haven
Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1 1/2" capacity) Hartford
Greist Mfg Co The (Up to 1 1/2" capacity) New Haven
Humason Mfg Co The Forestville
Lowe Mfg Co The Wethersfield
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
Olson Brothers Company (up to 3/4" capacity) Plainville
Olson & Sons R P Southington
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Wallace Metal Products Co Inc New Haven
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury
Waterville Mfg Co The Waterville
Watkins Manufacturing Co Inc Milford

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milford
Connecticut Mfg Co The (machine) Waterbury
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91

Screws—Sockets
Allen Manufacturing Company The Hartford
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc Shelton

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Morrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (Industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Shells
Wolcott Tool and Manufacturing Company Inc Waterbury

Sheet Metal Products
Airline Manufacturing Company The Warehouse Point
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Plume & Atwood Mfg Co The Waterbury
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Nauvattuck
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Waterbury

Shipment Sealers
Better Packages Inc Shelton

Shoe and Corset Laces
Ansonia Mills Inc Ansonia

Showcase Lighting Equipment
Wiremold Company The Hartford

Shower Stalls
Dextone Company New Haven

Signals
H C Cook Co The (for card files) 32 Beaver St Ansonia

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury

Slings
American Steel & Wire Company New Haven

Smoke Stacks
Bigelow Company The (steel) New Haven

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Solder—Soft
Torrey S Crane Company Plantsville

Special Machinery
Farrel-Birmingham Company Inc Ansonia
Henry & Wright Division of Hartford-Empire Company Hartford
H P Townsend Mfg Company The Elmwood
Lundeborg Engineering Company Hartford
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Special Industrial Locking Devices
Corbin Cabinet Lock Div American Hardware Corp New Britain

Special Tools & Dies
Lundeborg Engineering Company Hartford

Spinnings
Gray Manufacturing Company The Hartford

Sponge Rubber
Sponge Rubber Products Co The Shelton
United States Rubber Company Nauvattuck

Spring Coiling Machines
Bowden Engineering Co (Torsion) Bristol
Torrington Manufacturing Co The Torrington

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs—Coil & Flat
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Company Bristol
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford
Humason Mfg Co The Forestville
Newcomb Spring Corp The Bridgeport Division
New England Spring Manufacturing Company Bridgeport
Peck Spring Co The Unionville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs—Flat
Foursome Manufacturing Company Bristol
Wallace Barnes Co The Div Associated Spring Corp Bristol
New England Spring Manufacturing Company Unionville

Springs—Furniture
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Springs—Wire
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
D R Templeman Co (coil and torsion) Plainville
Foursome Manufacturing Company Bristol
J W Bernston Company (coil and torsion) Unionville
Newcomb Spring Corp The Bridgeport Division
New England Spring Mfg Co Bridgeport
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs, Wire & Flat
Autoyre Company The Oakville

Stamped Metal Products
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Stamps
Hoggson & Pettis Mfg Co The (steel) New Haven
141 Brewery St
Parker Stamp Works Inc The (steel) Hartford

Stampings
Donohue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Han-Dee Spring and Manufacturing Co The
(small) Hartford
Plume & Atwood Mfg Co The (small) Waterbury

Stampings—Small
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co The New Haven
Greist Manufacturing Co The New Haven
L C White Company The Waterbury
Master Engineering Company West Cheshire
Rogers Corporation (Fibre Cellulose Paper) Manchester
Wallace Barnes Co The Div Associated Spring Corp Bristol

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (hot and cold rolled strip) New Britain

Steel Castings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Wallace Barnes Co The Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Company New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order) Durham

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
W T Barnum & Co Inc New Haven
New Haven Electrotpe Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Co The Shelton

Surface Metal Raceways & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Switches—Electric
General Electric Company Bridgeport

Swaging Machinery
Hartford Special Machinery Co The Hartford

Switchboards
Plainville Electrical Products Company Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Synchronous Motors
R W Cramer Company Inc The Centerbrook

Tanks
Bigelow Company The (steel) New Haven
Storta Welding Company (steel and alloy) Meriden

Tap
Russell Mfg Co The Middletown

Tap Extractors
Walton Company The West Hartford

Taps
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Television Receivers
General Electric Company Bridgeport

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Morrow Machine Co The 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
American Dyeing Corporation (rayon, acetate) Rockville
Aspinook Corp The (cotton) Jewett City

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Bridgeport

Thermostats
Bridgeport Thermostat Company Inc (automatic) Bridgeport

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Gardner Hall Jr Co The (cotton sewing) South Willington

Thread Gages
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

Thread Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Time Recorders
Stromberg Time Corp Thomaston

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
A W Haydon Co The Waterbury
R W Cramer Company Inc The Centerbrook
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
United States Time Corporation The Thomaston

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox Crittenden & Co Inc Middletown

Tools
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tools & Dies
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Fonda Gage Company (also jigs) Stamford
Greist Mfg Co The New Haven

Tools, Hand & Mechanical
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

Tools—Pipe Fitters' Hand
Capewell Mfg Co The Hartford

Toys
A C Gilbert Company New Haven
Geo S Scott Mfg Co The Wallingford
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Company New Haven

Trucks—Commercial
Metropolitan Body Company (International truck chassis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Trucks—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Bending
Donahue Mfg Co Inc Watertown

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Mfg Co ("Uniflare") Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Underwood Corporation Hartford and Bridgeport

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Union Pipe Fittings
Corley Co Inc The (300# AAR) Plainville

Upholstering Fabrics—Woolen & Worsted
Broad Brook Company (automobile, airplane, railroad) Broad Brook (Advt.)

IT'S MADE IN CONNECTICUT

Vacuum Bottles and Containers

American Thermos Bottle Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk
W S Rockwell Company (Industrial) Fairfield

Valve Discs

Colt's Manufacturing Company Hartford

Valves—Automatic Air

Beaton & Cadwell Mfg Co New Britain

Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves—Radiators Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Cadwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Bridgeport

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport

Varnishes

Staminate Corp The New Haven

Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington
Leisa Velvet Mfg Co Inc The Willimantic
Velvet Textile Corporation The (velveteen) West Haven

Venetian Blinds

Findell Manufacturing Company Manchester

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Vibrators—Pneumatic

New Haven Vibrator Company (industrial) New Haven

Vises

Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Hartford
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Waffle Irons—Electric

General Electric Company Bridgeport

Washers

American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The (brass & copper) Waterville
Raybestos Div of Raybestos-Manhattan Inc The (clutch washers) Bridgeport
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville
Sessions Foundry Co The (cast iron) Bristol

Washers—Felt

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Washing Machines—Electric

General Electric Company Bridgeport

Watches

E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters

Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp. of Conn., Inc Hartford

Waterproof Dressings for Leather

Viscol Company The Stamford

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford
Porupine Company The Bridgeport

Welding—Lead

Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury
Bristol Brass Co The (brass & bronze) Bristol

Wheels—Industrial

George P Clark Co Windsor Locks

Wicks

Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp. of Conn., Inc Hartford
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks) Bridgeport
Russell Mfg Co The Middletown

Window & Door Guards

Hartford Wire Works Co The Hartford

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury
American Steel & Wire Company New Haven
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) Waterbury
P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire Arches & Trellises

Hartford Wire Works Co The Hartford
John P Smith Co The
423-33 Chapel St New Haven

Wire Baskets

Rolock Inc (Industrial—for acid, heat, degreasing) Fairfield
Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Incorporated Fairfield
Smith Co The John P New Haven

Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

Wire Dipping Baskets

Hartford Wire Works Co The Hartford
John P Smith Co The
423-33 Chapel St New Haven

Wire Formings

Autoyre Co The Oakville
G E Prentice Mfg Co The Kennington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Verplex Company The Essex

Wire Forms

Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Company Bristol
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Wire Goods

American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions

Hartford Wire Works Co The Hartford
John P Smith Co The
423-33 Chapel St New Haven

Wire Products

Claireglow Mfg Company Portland
Plume & Atwood Mfg Co The (to order) Waterbury

Wire Reels

A H Nilson Mach Co The Bridgeport

Wire Rings

American Buckle Co The (pan handles and tinners' trimmings) West Haven
Templeman Co D R Plainville

Wire Rope and Strand

American Steel & Wire Company New Haven

Wire Shapes

Bridgeport Chain & Mfg Co Bridgeport

Wire—Specialties

Andrew B Hendryx Co The New Haven

Wires and Cable

General Electric Company (for central stations, industrial and mining applications) Bridgeport
Rockbestos Products Corporation (asbestos insulated) New Haven

Wires—Building

General Electric Company Bridgeport

Wires—Telephone

General Electric Company Bridgeport

Wood Handles

Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

Wood Scrapers

Fletcher-Terry Co The Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Awning Stripes

Falls Company The Norwich

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns

Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute carpet) Simsbury

Zinc

Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings

Newton-New Haven Co Inc 688 Third Ave West Haven (Adv.)

Mobilized Space—Industry's Answer To Changing Production Requirements

(Continued from page 11)

mastic and properly packed with glass wool have four times the insulating qualities of a clay-tile wall plastered on both sides.

And as for sound control, a movable metal wall three inches thick properly insulated is more soundproof than a tile and plaster wall of twice that thickness. Wiring for electrical and telephone lines and air conditioning controls is easily accommodated from either side of the wall in the better types of movable metal walls, with some providing separate "lay-in" raceways in both cornice and base of the wall as well as at panel connections.

The most popular makes of movable metal walls are available in a wide variety of types to meet every plant and office requirement. They may be ceiling high, cornice high or of railing height. Combinations of steel, glass and wire mesh panels can be made to fit any specific need. Glazed units can be made with either single or double glass. Single or double doors may be used, either hinged, double-acting or sliding. Accessories such as wickets, transoms, closets, access doors and fire hose cabinets, to meet any specified condition are integrated into these better movable wall systems.

The widespread trend toward the use of flexible interiors during the years since World War II in new building construction, for both plant and office space has led many people to look upon movable metal walls as a development of the last few years. This impression is far from being in accordance with the actual facts. In reality, movable metal walls were originated shortly after World War I. The leading manufacturers of wall of this type have been making them for over thirty years.

Today a larger percentage of new buildings than ever before are using movable metal walls for space subdivision throughout their entire interior. It is also true that a large number of older buildings, both manufacturing plants and office structures, are making widespread use of movable walls in their modernization programs and in the adaptation of their space to changed conditions and uses.

This development, however, is not surprising in the light of the increased

tempo of changes in space requirements during the last decade and the prospect of even greater and faster changes to be faced by industry during the years immediately ahead.

Top Management's Role in Exports

(Continued from page 14)

agreements we have entered into? Our orders are terrific. They would have been wonderful 18 months ago; but they came in 2 or 3 months ago! They are piled up on all the other orders that we have and it is giving us quite a problem.

It is helpful at this time to keep the right perspective and to remember that before World War II there were four great manufacturing coalitions in the world. The largest and best was the U. S. A. Then Germany together with satellite states which was powerful in her manufacturing. Then came England and Japan.

A result of the war was an effective job of at least temporarily wiping out two of those economies—Germany and Japan. But you cannot destroy the productive capacity of peoples; huge plants cannot be wiped off the earth as it were; you cannot expect the world to stay that way.

We in America consequently are being called on to supply these tremendous quantities of goods because the destruction has to be remedied—their countries' productive capacity has to be restored. It is a choice of that or having starving millions on our hands. We have to supply those people with the essentials of their lives to hold their economies together. And, in doing so, we will export the greatest human asset—we will export our friendship. And if we interchange our goods and thereby foster those friendships, then America will not have as many worries among the nations of the world as she has today.

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Service Section

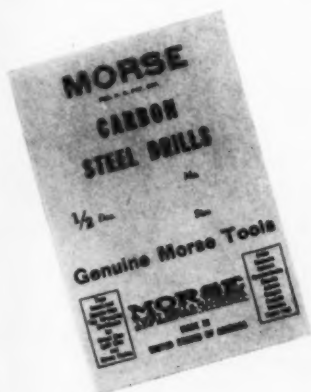
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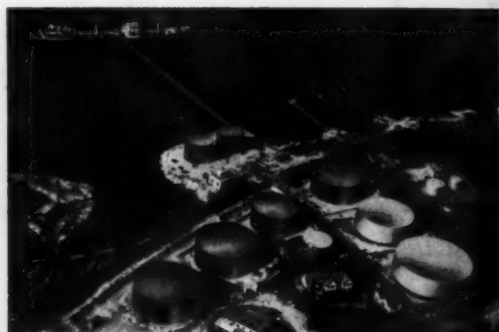
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